



## Amitkumar M. Parmar

A-304 , Sukan Gold, Near Vandemataram City, New S. G.Road, Gota, Ahmedabad-382481 Gujarat.

Mobile:(+91) 9824275131 / E-mail: [amitparmar2271@gmail.com](mailto:amitparmar2271@gmail.com)

---

### Applied for the post of **Sales Manager** – Ahmedabad Location

---

Dear Sir/Madam,

With reference to the above subject, I would like to apply for the post of Regional Sales Manager in your esteemed organization.

**My Total work Experience:** 26 Years of Marketing with 14 years of multiple states Branch Management as Branch Manager.

**My Key Skills:** Branch Management, Business Development, Team Leading, Develop Channel Partners and getting business from them, Govt. Business Development, Tender Business, Strategy Define for Product Sales, Place Manpower for Sales and service both, After-sales Service operations management, After-Sales service policies define, Vendor Management, Inventory Management, MIS reports analysis, Operating ERP, HRMS, CRM Software, Using Microsoft Office (Word, Excel, PowerPoint, Access internet), etc.

**Worked for:** Industrial, Banking, Office, and Retail Automation Products and software solutions.

**Marketed products:**

- **Industrial Automation:** ERP Software Solution, HRMS Software Solution (Payroll), CRM Software Solution, Document Management System, Digital Signage Solution, Bundling Machine, Biometric Machine (for attendance), Shrink Wrapping Machine, Information Marking System for finished product (Information like Serial Number, Date, Batch, etc. ), etc.
- **Banking Automation:** Cash Recycler Machine, Passbook Updating Kiosk, Cheque Depository Machine, Cash Depository Machine, Coin Vending Machine, Currency Sorting Machine, Currency Counting Machines, Value Loose Notes Counting Machines, Loose Note Counting Machines, CTS Scanners, UV Machine, Bundling Machine, Shrink Wrapping Machine, CCTV Cameras (Surveillance system), Consumables, MICR Encoder machine, Stamp Duty Franking Machine, etc.
- **Office Automation:** Air-Conditioning system (Split AC, Window AC, Ductable AC), Air purifier, Water Cooler, Biometric Machine (for Attendance), HRMS Software Solutions, etc.
- **Retail Automation:** Super market software Solution, Restaurant software solution, Point of Sales system (IBM-POS), Electronic Cash register (ECR), Plastic cards, Barcode Solution (Software, Printer and consumables), etc.
- **Health and fitness:** Full Body Massage chair, Hula chair, Lag Massager, etc.

## **Professional Experiences**

**Current post and Organization:** Marketing Manager at Chattary Ajwan Infotech Pvt.Ltd., Ahmedabad. (DOJ 02-12-2017 and presently working)

Looking after Branch operations, business development for Software Solutions of Enterprise Resource Planning (ERP), Human Resource Management system (HRMS - Payroll) and Customer Relation Management (CRM),  
Segments: Manufacturing Industries, Traders, Hospitals, Govt., Banks, Offices, etc.  
Handling after Sales service operations too.

**Previous post and Organization:** Regional Sales Manager at Albertsons International Pvt. Ltd., Ahmedabad Branch location. (DOJ 15/04/2006 to 1-12-2017)

My last Designation was Regional Sales Manager at Albertsons International Pvt. Ltd. and looking after Gujarat & Madhya Pradesh States. As Regional Sales Manager I was looking after business development through Corporate Direct Sales, Channel Partner Business, Business through Sales team and Co.'s new products business developments for Gujarat and Madhya Pradesh (M.P.) states. I would have to see P&L of Branches under me, Targets achievements, Product sales strategy define, Work with Team in field, Team developments, Training programs, outstanding controls, etc. for branches under me. Albertsons products are Cash Handling Equipment's like Note Counting Machines, Sorting Machines, Bundling Machines, UV Machine, Shrink Wrapping Machine, Cash Recycler ATM, Cash Depository Machine, etc.  
Cheque Handling Machines like Cheque Depository Machine, CTS Cheque Scanners, IT based products like Pass Book updating Kiosk, Digital Signage Solutions, Touch Screen Kiosk, Surveillance System (CCTV), etc.  
Segments: Banks, Govt., Retail and manufacturing Cos. Hospitals, etc.

Albertsons International Pvt. Ltd at Ahmedabad

2006 to 1-7-2016 worked As Branch Manager. As Branch Manager I was looking after followings

- ◆ Accountable and responsible to manage Albertsons products sales and service in Gujarat and Madhya Pradesh with banking products & client development in territory through Direct Sales and from Channel partners.
- ◆ Channel Operation handling like booking bulk business, push them for more sales, moving in market with them for demos. and customer relations built up, etc.
- ◆ Provide extensive sales training and development on program requirements, and promotional activities to engineers and Channel partners
- ◆ Planning for Budget achievements with all team members
- ◆ Handling team of Sales, Service and Accounts Dept.
- ◆ MIS reporting to Management and Head office

**Forbes Gokak Ltd. (Forbes- Bradma Division ): Territory Manager ,Ahmedabad Branch.**

**DOJ 1-5-1997 to 14-4-2006**

At Bradma, I was responsible for direct selling of Bradma banking & Retails Automation products like Note Counting Machine, Stamp Duty Franking Machine, MICR Encoder Machine, Electronic Cash Register, POS System, Barcode Scanners, Plastic Cards, etc. in all Gujarat.

**Linc Digital Pvt. Ltd.** : Marketing Executive, Ahmedabad Location

**1-6-1996 to 30-4-1997**

At Linc, I was responsible for direct selling of an Air-conditioning Systems for Ahmedabad Region.

**Yogi Engineers** : Sales Executive, Ahmedabad Location

**1-12-1995 to 30-May-1996**

At Yogi Engineers, I was responsible for direct selling of an Air-conditioning Systems for Ahmedabad Region.

**Patel Airtemp (India) Ltd.**: Sales Executive, Ahmedabad Location

**1-5-1994 to 30-11-1995**

At PAIL, I was responsible for direct selling of an Air-conditioning Systems (Split AC, Window AC, and Ductable AC) for Ahmedabad Region.

**EDUCATION:**

---

<b>Educational Qualification</b>	: B.E.(MECHANICAL) from Birla Vishwakarma Mahavidhyalaya, V.V.Nagar S.P. University in 1993
----------------------------------	---

---

**PERSONAL INFORMATION:**

<b>Name</b>	: <b>Amitkumar Mulchandbhai Parmar</b>
<b>Permanent Address</b>	: A-304 , Sukan Gold, Near Vandemataram City Cross Road, New S. G. Road, Gota, Ahmedabad-382481 Gujarat.
<b>Date of Birth</b>	: 02 <sup>nd</sup> February, 1971
<b>Marital Status</b>	: Married
<b>Languages' Known</b>	: Gujarati, Hindi, English (Read, Speak, Write)
<b>Mother tongue</b>	: Gujarati
<b>Hobbies</b>	: Reading, listening Music and Playing (Chess, Cricket)

I hope you will find all my details are in-line and looking forward for your next valued intimation.

Thanking you,

Yours Sincerely,

Amitkumar Parmar

M-9824275131

Email Id- amitparmar2271@gmail.com