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| BHUPESH PILIYA  Business Manager - International Sales     |  | | --- | | **Personal Info** |     Address  B-104, Param - 22, Parmukhswami Road, Chandkheda  Ahmedabad, GUJARAT, 382424  Phone  955 852 1684  E-mail  bpiliya@gmail.com     |  | | --- | | **Skills** |     Staff training and development    Excellent  Business development    Excellent  Customer relationship management    Excellent  Project Management    Excellent  Negotiation    Excellent  Strategic planning    Excellent     |  | | --- | | **Languages** |     Italian    Superior  Spanish    Advanced | Talented **International Business Manager** offering 15 years of experience. Proficient in International Sales and personnel leadership & implementing successful sales strategies For International Market and highly motivated significant bottom-line result. Preparing effective sales strategies to International market opportunities. Business Manager able to transform under performing operations into successful enterprises using resourcefulness, hard work and an adaptable approach to challenges and demonstrated record of accomplishment in team management, budget administration and lead prospecting to enhance growth and strengthen brand in **International market penetration**.     |  | | --- | | **Work History** |      |  |  |  |  | | --- | --- | --- | --- | |  | 2015-02 - 2018-05 |  | **Business Manager- International Sales**  *HOF Furniture Systems Pvt. Ltd., Ahmedabad, Gujarat*  Formulate and executed sales strategies to drive of International market of Furniture Products throughout **UAE, OMAN, QATAR, BAHRAIN, AFRICAN COUNTRIES, and SOUTHASIAN COUNTRIES** for this firm. Oversaw all aspects of field sales, inside sales through meeting clients and managing sales performance to achieve sales objectives.   * Oversaw and improved [Office Furniture ] deliveries worth more than $14 M per year approx 7-8 containers... through efficient coordination of Production. * Design Sales strategies to drive sales of key products.. * Participate and Visit International Trade Shows **Dubai, Tanzania, Muscut, Bahrain..** * Analyzed data and competitive intelligence to determine and execute new market approach. * Implemented new strategy to recapture lost lost clients and grow sales of core customers. * Redefined sales profile and implemented new sales strategy for country wise sales performance. * Improved long-term prospecting, strategy development and customer engagement. |  |  |  |  |  | | --- | --- | --- | --- | |  | 2008-08 - 2015-05 |  | **General Manager**  *KATABE TRADE PVT. LTD., JAIPUR, RAJASTHAN*  Design and implemented sales plan and growth strategies to increase Leather sales in the **South Asia Region (i.e. INDIA, SRILANKA, NEPAL, BANGLADESH, and UAE and other GCC COUNTRIES**. Recruiting Field sales, sales training and managing sales performance to achieve sales objectives.   * Oversaw and improved Leather Hide deliveries worth more than $30 M per year almost 10-12 containers.. through efficient coordination of production. * Upgrade the sales team and implemented a new of winning. * Participating International Trade Shows in **Dubai- Index, Italy Salone del Mobile Milan**, and other for generate new international market… * Expertise in Developing Local and International Vendor for Leather supplies. from South America, Indonesia, and Africa Region. * Import Export Documentation and coordinate with accounts team for smooth custom clearance. |  |  |  |  |  | | --- | --- | --- | --- | |  | 2007-05 - 2009-06 |  | **Sales Manager**  *FUTURE FINMART , Ahmedabad, Gujarat*  Reporting directly to branch manager, established and built the initial sales team to prepare consumer loans for individuals. Recruit and develop sales team for consumer loans to expand business and achieve sales target in the given territory.   * Delivered YOY sales growth (2008 to 2010). * Implement sales strategies to generate and achieve sales targets. * Facilitate marketing team inside BB for consumer loans products.Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately. * Devoted special emphasis to punctuality and worked to maintain outstanding attendance record, consistently arriving to work ready to start immediately. |  |  |  |  |  | | --- | --- | --- | --- | |  | 2004-07 - 2007-09 |  | **Senior Sales Executive**  *I-Solution (ICICI BANK), Ahmedabad, Gujarat*  Reporting directly to Sales manager (Personal Loans), established and built new DSA. Handling Sales team for DSA. Recruit and develop sales team for Personal loans to expand business and achieve sales target in the given territory..   * Implement sales strategies to generate and achieve sales targets. * Facilitate DSA sales team for financial products, training to sales force for personal loans (ICICI BANK) products. |      |  | | --- | | **Education** |      |  |  |  |  | | --- | --- | --- | --- | |  | 1993-07 - 1994-03 |  | **All Subject**  *Alok Si. Hi. Sec. School -* Udaipur |  |  |  |  |  | | --- | --- | --- | --- | |  | 1995-04 - 1996-03 |  | **Computer Science**  *Govt. Si. Hi. Secondary School -* Udaipur |  |  |  |  |  | | --- | --- | --- | --- | |  | 1996-08 - 1999-07 |  | **Bachelor of Arts: Economics**  *Mohanlal Sukhadia University -* Udaipur |  |  |  |  |  | | --- | --- | --- | --- | |  | 2001-08 - 2003-07 |  | **PGDBA: Marketing**  *Mohanlal Sukhadia University -* Udaipur |      |  | | --- | | **International Visits** |     I travel...Internationally for business Development...at below  **South America: Brazil, Colombia.**  **Europe: Italy, Spain.**  **Africa: South Africa, Zambia, Tanzania, Uganda, Kenya,**  **GCC Countries: UAE, Oman, Qatar, Bahrain.**  **South Asia: India, Nepal, Bangladesh, Sri Lanka, Indonesia, Cambodia**. |

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