**Kalpesh Bhatt**

**12 .Purvi apartment, bhd.c.u shah Science College**

**Income tax Rd., AHMEDABAD**

**Mobile:09909011227/ 079- 27541853(resi.)**

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| **Summary** |

Presently working with Sharp Business Systems (I) Ltd. As a Sr.Territory Manager

Managing Sales & Marketing for Direct Dealers and Distribution Network

Education overview- B-COM

Joined Sharp as a Sr. Executive with core competencies in Sales and Marketing

Excellent written and verbal communication.

Superior planning, synergization of workflow and good organizational Skills

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| **Career Interest** |

Retail Management Project Planning and Management

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| **Current Job Profile and Experience** |

**Jan. 07’2011 Sharp Business systems (I) Ltd.    Ahmedabad**

**(present work )**

**Nature of Company**

Established in 1929, In Japan **SHARP** has been at the forefront of innovations that work towards improving the quality of Consumer durable Industry. For Years **SHARP**’s electronics product portfolio has set Standards of Excellence In the Audio, Video & home appliances arena. Now we have combined our expertise in digital technology with advance know how of consumer electronics and appliances to offer to the today’s fast paced life style consumers. **Innovator of LCD , Microwave Oven, Pencils & First remote operated AC.**

**Sr.Territory Manager- Sharp Business Systems(I)Ltd.Ahmedabad, SaurashtrA & Kutchh**

Job Responsibilities:

1. Responsible for Sales and Marketing across Ahmadabad ,Saurashtra & Kutch for Direct Dealers & distributor (Present from Jan. 2011).
2. Channel Sales managing Direct dealers, Distributors and Regional Specialty
3. Generating Business through the Relation with the trade partners Management,BTL planning and Execution and Dealer Management.
4. Managing high value accounts like Sales India Pvt Ltd, Vijay sales
5. Supervision of Operations
6. Co-ordinate with Logistics for material and other communications

**Work Experience Total**

**Sr. Executive     Global Brands Enterprise Solutions Pvt. Ltd. (AKAI)           Ahmedabad**

Job Responsibilities:

1. Responsible for Sales and Marketing across Ahmadabad & south Gujarat for Direct Dealers & distributor (Worked in June 2010 to Dec. 2010).
2. Channel Sales managing Direct dealers, Distributors and Regional Specialty
3. Generating Business through the Relation with the trade partners Management,BTL planning and Execution and Dealer Management.
4. Managing high value accounts like Sales India Pvt Ltd, Vijay sales
5. Supervision of Operations
6. Co-ordinate with Logistics for material and other communications

**Remote Sales Officer LG Electronics India Pvt. Ltd. Ahmedabad**

**Dated 21st June 2008 To 6th June 2010**

1. Responsible for Sales and Marketing across Ahmedabad for Direct Dealers & distributor
2. Channel Sales managing Direct dealers, Distributors and Regional Specialty
3. Generating Business through the Relation with the trade partners Management, BTL planning and Execution and Dealer Management.
4. Managing high value accounts like Sales India Pvt Ltd, Vijay sales
5. Supervision of Operations
6. Co-ordinate with Logistics for material and other communications

**Floor Manager                      Samsung India Electronics Pvt.Ltd           Ahmedabad**

**Counter Name :- Sales India Pvt.Ltd ashram Road Ahmedabad**

Dated 19th Jan.2006 to 19th June 2008

Job Responsibilities

1. To Create Relation with the Dealer &Staff to Build Up hi end product sales like LCD TV,PLASMATV,SBS REF,ETC
2. Responsible for Institutional sales & retail sales
3. Taking care of display visibility & provide the idea For better display to the Dealer
4. Also a taking care of service issues & provide the training to the Dealer Staff For LCD, LED,PLASMA TV

**Floor Manager                      Samsung India Electronics Pvt.Ltd        Ahmedabad**

**Counter Name :- Sky view Sales Surat.**

Dated 21st July 2005 to 17th Jan 2006

Job Responsibilities

1. Responsible for retail sales & institutional sales
2. Organize BTL Activity to build up the sales for the Hi-End product Sales
3. Also a taking care of service issues & provide the training to the Dealer Staff For LCD, LED,PLASMA TV
4. Taking care of display visibility & provide the idea For better display to the Dealer

**Floor Manager                      Samsung India Electronics Pvt.Ltd        Ahmedabad**

**Counter Name :- Patel Electronics Bhavnagar**

Dated 25th April 2000 To 19th July 2005

Job Responsibility

1. Responsible for retail sales
2. Taking care of display visibility & provide the idea For better display to the Dealer

**Sr.Executive                    Godrej G-E Appliances Ltd                          Bhavnagar**

**Counter Name :- Tak home Bhavnagar (Distributor Of Godrej &boys mfg.co.pvt.ltd)**

**Dated 20th August 1992 to 20th April 2000**

1. Responsible For target based retail sales
2. **Taking care of service center for the same counter for the Refrigerator & Washing Machine for 3 year**

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| **Achievements** |
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1. Certificate of appreciation from LG electronics India pvt.ltd for best RSO across the west region(target & achievement for the Jan to June 2009) & Received the cheque of rs.15000 as a reward at Delhi Head office
2. Certificate of appreciation from LG electronics India pvt.Ltd. for best RSO across the west zone (target & achievement for the month of July to Dec.2009 7 Received the cheque of rs.50,000 as a reward at Delhi Head Office
3. MD award & appreciation latter from Samsung India Ele.pvt.ltd for good product knowledge, dedication towards the company & hard working & Received the Cheque of rs.11000 at Ahmedabad
4. Qualified for level 1 & had been designated as Samsung product ACE for the product of plasma TV & LCD TV & Hi-end Refrigerator at Ahmedabad
5. Appreciation Certificate from Godrej GE appliances Ltd for Good appearance in the technical exam (Practical technical test) for Refrigerator & Washing Machine.

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| **Personal Details** |

Father : Shri ManojKumar Bhatt : Retired government employee

Mother: Smt. Padmaben Bhatt: Ex- teacher

Spouse: Teacher

Child : 1 son 6 years old

Date of Birth: 21st June 1974

Permanent Address: 12, Purvi Apartment bhd. C.U.Shah Science College, Income tax road

Ahmedabad – 380014.

Phone: 079-27541853(R)

**Kalpesh Bhatt**