**Curriculum Vitae**

**TUSHAR MOTHGHARE Mobile: 09099928840 Email : tusharmothghare@gmail.com**

**Personal Profile**

**Experienced with 24 year of professional Sales & Marketing. Experience in organising and motivating training and Business developing , service and multi discipline teams. I am set targets and incentives, meet and exceed corporate targets through business development, growth, good management and contact planning.**

* **Experience**
* **From 2007 to 2016 - Working with “FLEETGUARD FILTERS PVT LTD” is a part of (CUMMINS FILTRATION U.S.A)** **as a AGP and then as Team Leader Retail & Industrial Business.**
* **At the time of joining this Company as Area Growth Professional. I have taken responsibility of Development of institutional & Retailers business in - Gujarat, M.P, Mumbai & Rajasthan.**
* **I have taking responsibility as Team Leader to develop AGP & Distributors. For Industrial business and retail sector. State of Gujarat. Also I have taken challenge to educate all the Team leader , AGP, Distributor , DSR & MSR at western part of India for the develop Coolant with technical & commercial Knowledge**
* **Manage Fleetguard Filters, Air Oil Separator & Chemical Product and includes Filtrum Auto com Joint Parts development Automotive Retail Market.**
* **Ability to understand specific customers requirements & there problems.**
* **Business & Product Development & Give Training to Area Growth Professionals how to Sale the product & Develop Demand By technically & theoretically in meeting customer requirements.**
* **My Prime customers are ONGC , Reliance , Essar , L&T Ecc , IVRCL , SEW .**
* **Core Competencies**

**Communication Skill**

* **Expertise in explaining all concepts of Reliability offer to Industrial & Auto customer.**

**Team Management**

* **Working closely with Members to achieve there individual goal**
* **Co-managing and training the new team of Member Service**
* **Conducting training sessions for the Members of Team**
* **Give Motivation to team member to achieve the business as well as individual goal**

***Customers Account Management :***

* **Mapping client’s requirements and providing them timely service solutions with the help of Executives.**
* **To be an effective interface between client and office for any new developments / information.**
* **Co-ordinating with the clients for the resource requirements**

**Career Highlights**

**Fleetguard Filters Pvt. Ltd. Area Growth Professional From Dec’2007 to till date**

**Established in 1987, Fleetguard Filters Pvt. Ltd. is India's leading manufacturer of heavy-duty Air, Fuel, Lube, Hydraulic Filters and Coolants & other Auto parts for On and Off Highway Applications. It is a part of the Renowned Cummins Filtration Ltd (U.S.A), which is a Cummins group company worldwide.**

**Role Responsibilities:**

* Working as a Area Growth professional
* Leading team of 8 AGP 18 MSR 20 Sales Representative
* Handling 15 Nose Distributors.
* Handling Area Gujarat & Raj. ,MP, Mumbai
* Understand specific requirement of customer in terms of product specifications, quantity, and delivery up to feedback of customer.
* Coordinating with sales planning and forecasting function to ensure that the customer requirements are forecasted & planned.
* Identifying new opportunities at existing customer.
* Contributing in organizational sales through channel partners including Distributors, Dealers, and

Sales Representative.

* Monitor and control the field activities of the team.

**Education**

* B. A. from Gujarat University with Main subject English

**TECHNICAL EDUCATION**

* I have passed “ELECTRONICS FABRICATION ASSEMBLY” From Technical Education Board.
* Diploma In Marketing & Sales Management. From National Education Centre.

**PERSONAL DETAIL**

**Date of Birth : 18th May,1972**

**Nationality: Indian**

**Sex : Male**

**Marital Status: Married**

**Languages Know: English, Hindi, and Marathi & Gujarati.**

**Mobil No: 9099928840,**

**Address : 465 , Dharmnagar School compound, B/h Gangaram Flat**

**Dharmnagar , Sabarmati Ahmedabad**

**Email Add: tusharmothghare@gmail.com**

**Other Company’s EXPERIENCE**

(A)**Served with Distributor of “Kirloskar Oil Engines Ltd” first with Rajasthan Agencies” then “KHADILKAR” SALES & SERVICE LTD”**

**Designation**: - As Sales Officer

**Job Profile & Responsibility**: - At Rajasthan Agencies Dealing with Eng. Parts Dealers only for Auto Eng. Bearing, Auto & Industrial filter, Swastik Auto & Industrial Hydraulic, Steam Hoses & Oil seals On bases of past performance of Rajeshthan Agencies .Kirloskar officers select me for Demand Generation & Promote the Sales of Tractor Spear of Kirloskar oil Eng. As a Field Sales Officer (West Guj.) My responsibility is handle the Tractor Mechanic & Tractor Spear dealer Duration: - Seven year.(1995 to 2001)

(B) **Served with “KUSALAVA INTENATIONAL LTD**”

**Designation** :-As a Field Sales Officer

**Job Profile & Responsibility**: - Demand generation & promote the sales & service of Tiger Power Cylinder Liners .Also look after the Billing & payment Collection from Distributors & Dealers. For did these work there was two person ware reporting me.

Duration: - Four Years. (2001to 2004)

(C) **Served with “CLUTCH AUTO LTD”**

**Designation**:-As a Sr. Sales Officer (GUJARAT)

**Job Profile & Responsibility**: - Demand generation & promote the sales & service of Clutch & Brake lining products. Also handing Distributor network & look after the Billing & payment Collection from Distributors & E-one Dealers. For did these work there was two person ware reporting me.

Duration: - Three year (2004 to Dec 2006)

Your Faithfully

(TUSHAR MOTHGHARE)