

## SANJAYKUMAR PRAJAPATI

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### Assistant Sales Manager at Neptune India Limited

Accomplished Sales Representative with a positive, passionate, and persistent attitude. With an experience of 6 years of working in a Sales environment which has widened my knowledge and my coaching, analytical, and relationship-building skills as a Sales and sets me apart for success. Independent worker with high motivation, high energy, and great communication skills. Reliable and friendly professional having the ability to work with little oversight and collaborate in a team environment. I can effectively contribute my skills and knowledge to achieve organizational objectives associated with progressive organization with a dynamic work sphere in order to extract my skills as a professional, to further the organization's objective end also attain my career targets in the progress.

### PROFILE SUMMARY

**Around 6 years of experience in Sales & Marketing**, New Area Mapping, Planning & Forecasting, Industry vertical wise lead generation, Prospecting, Promotional Event, Achieving Financial Targets, Market research and handling the subordinates like Sales Co Ordinator, Inside Sales and Technical team.

**Electrical Engineer** from Hasmukh Goswami College of Engineering, Vahelal, Gujarat.

Currently working as a **Residential Assistant Manager – Sales at Neptune India Limited, Noida, U.P** accountable for all Gujarat regions. Responsible for sales of PQ Product – Capacitor, Reactors, Relays and PQ Components, Also, Active & Passive Harmonics Filters, Static VAR Generator, Hybrid APFC, and Power Quality Services like Energy Audit/PQ Analysis etc.

Worked as a **Residential Sales Engineer, Gujarat (Associate- Business Development) at P2 Power Solutions Pvt. Ltd, Noida, U.P** accountable for all Gujarat regions. Responsible for sales of PQ Product- Active & Passive Harmonics Filters, Static VAR Generator, Hybrid APFC, Dynamic Voltage Regulator and Power Quality Services like Energy Audit/PQ Analysis etc.

Worked as a **Technical Sales Engineer at Controls India Pvt. Ltd., Ahmedabad** Responsible for Sales and Marketing of Electrical/HVAC Measuring Instruments, Megger, Testo, Rishabh make.

Worked as a **Sales and Service Engineer at NIFA Electronics Pvt. Ltd.,** responsible for Sales and Services and installation commissioning responsibility of Servo Stabilizers, UPS System and Power Quality & Energy Audit.

### KEY SKILLS

- Mentoring
- Team Building
- Event Organization
- Product Knowledge
- Qualification questioning
- Client acquisition and retention
- Goal setting and forecasting
- Negotiation
- Closing
- Self-Motivation
- Strong interpersonal & Communications skills
- Pro-Active
- Relationship
- Time management
- Attention to detail
- Strategic Prospecting Skills
- Poised under Pressure
- Executive level Presentations.

## ORGANIZATIONAL SCAN

**Organization** : Neptune India Limited, Noida, U.P.  
**Profile** : Assistant Manager - Sales (Residential)  
**Duration** : September 2021 to Present

### Responsibilities

- Understanding of complete product line and along with gold partner products that company offers to various Industries
- Owning the complete assigned territory and to ensure building quality sales funnel on daily basis.
- New lead generation, cold calls, scheduling meetings, identifying pain areas and scheduling the Power Quality Solutions technical presentation which would increase their productivity after implementing and closing deals with great profitable outcomes.
- Lead Generation from LinkedIn Sales navigator and other tools.
- Qualification of suspects and prospects based on various parameters and working with right contact in the prospect organization.
- Understanding prospect needs and building a solution around the benefits to the customer.
- Prepare Industry Vertical wise database in different territories and customize mail and case studies sent on certain intervals.
- Industry vertical wise sales presentation for better positioning of the enterprise solutions.
- Building pipeline, conducting competition analysis and accordingly planning sales strategies to achieve sales goals and closing deals with great profitable outcome.
- Progressing the discussions towards sales closure and meeting all targets of each product line in time, every time.
- Responsible for timely collection of account receivable from customers.
- Managing time, resources, and team as direct field professional.
- Implementation planning with collaboration of technical team in existing customers to increase productivity of customer and keep them satisfied.
- Maintain long lasting relation with customers by planning for post sales activities, trainings, seminars and webinars to increase business from existing customers.
- Organizing events in assigned territory quarterly for prospects to spread awareness about products among prospects and achieve business revenue and sales target.

**Organization** : P2 Power Solutions Pvt. Ltd, Noida, U.P.  
**Profile** : Associate Business Development (Residential)  
**Duration** : July 2018 to August 2021

### **Achievements**

- Built high performing P2P Ahmedabad team from scratch.
- Achieved Quarterly and Annual targets.
- Averaged more than ₹ 10 million in annual sales.
- New territory mapping in Gujarat Regions.
- Increased customer base by 50 to 70% in Gujarat territory since 2018.
- Strong Product knowledge and Positioning.
- Strong Relationship and engagement with all existing customers and prospects.
- Collaborated with local Industrial associations to organize marketing events for members and non-members of the associations.

### **Responsibilities**

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- Attended trade shows like Engimech, Engi expo, textile machinery exhibitions to generate the new names.

**Organization : Controls India Pvt. Ltd.**  
**Profile : Technical Sales Engineer**  
**Duration : February 2018 to July 2018**

#### **Responsibilities**

- Sales and marketing of mainly electricals and HVAC measuring instruments
- Give a demo to the clients of electrical measuring instruments like Power Analyzers, Multimeters, Underground Cable Fault Locator, Megger, mA meters, etc.
- Understanding of complete product line and along with gold partner products that company offers to various Industries
- Owning the complete assigned territory and to ensure building quality sales funnel on daily basis.
- New lead generation, cold calls, scheduling meetings, identifying pain areas and scheduling the Power Quality Solutions technical presentation which would increase their productivity after implementing and closing deals with great profitable outcomes.
- Prepare Industry Vertical wise database in different territories and customize mail and case studies sent on certain intervals.
- Industry vertical wise sales presentation for better positioning of the enterprise solutions.

**Organization : NIFA Electronics Pvt. Ltd.**  
**Profile : Sales & Service Engineer**  
**Duration : November 2015 to February 2018**

#### **Responsibilities**

- Sales and marketing of Servo Voltage Stabilizers, AVR, UPS, APFC Panels, Energy Audit
- Site visit for the conduct of electrical power quality study, collect electricals data using power analyzers
- Onsite service or maintenance or troubleshooting of servo stabilizers and UPS systems during breakdown
- Preventive maintenance of equipment quarterly basis
- Responsible for timely collection of account receivable from customers.

### **ACADEMIC PROJECTS**

- **Project Title:** - Energy Audit of HGCE, Vahelal
- **Description:** - The verification, monitoring and analysis of use of energy including submission of technical reports containing recommendations for improving energy efficiency with cost benefit analysis and an action plan to reduce energy consumption of our college

### **INDUSTRIAL TRAINING**

Year	Organization/Institute	Topic/Program
2013	Sardar Sarovar Dam	Electricity Generation
2014	Mundra Thermal Power Station	Working Procedure of Power Station

## SCHOLASTICS

- **B.Tech. in Electrical Engineering** from Hasmukh Goswami College of Engineering, Vahelal with 6.25 CGPA in a year 2016.
- **HSC** from Axay Highschool in GHSEB with 60.15 % in a year 2011.
- **SSC** from Akshargyan Vidhyalaya in GSEB with 78.15 %. in a year 2009.

## DOMAIN SPECIFIC SKILLS

- Skilled with working on the MS Office, Excel sheets, preparing Power point presentations.
- Efficiently skilled with working on LinkedIn Sales Navigator for Lead Generation.
- Electrical single line diagram, Drawings, Electrical wiring and Electrical measurements.
- Installation, Maintenance of UPS systems
- Able to carry out PQ Analysis/Harmonics analysis, having enough knowledge of Power Analyzers..

## PERSONAL DETAILS

Date of Birth : 15 January 1994  
Father's Name : Jayanti Bhai Prajapati  
Marital Status : Married  
Linguistic Skills : English, Hindi, Gujarati.  
Hobbies : Social service, Travelling, Outdoor Games  
Strength : Highly motivated with a desire to learn | Curious | enthusiast | Team player  
Address : B- 32, Ramkrishna Colony, Opp.80 Ft. Road, Uttam Nagar, Nikol-382350

### DECLARATION:

I hereby declare that the information furnished above is true to the best of my knowledge.

Yours Faithfully,  
**Sanjaykumar Prajapati**