

CHINTAN S DAVE

A-703,Satva Elegance

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Aims to scale heights in Marketing Management & Development in the Field of Sales & Marketing

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- A competent professional with delivering sustaining revenues & profit to the organization.
 - Presently working with **JAY CHEMICAL INDUSTRIES LTD in Construction Chemical Div. (One Of The Leading Dyes Manufacturing Company)**
 - An effective communicator with exceptional relationship management skills with ability to relate to people at the level of business and management
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AREAS OF STRENGTH INCLUDE

- ⇒ **Sales & Marketing:** Handling the marketing and sales operations for achieving increased growth & profitability. Utilizing the Market information and Team network to develop marketing intelligence for generating leads.
 - ⇒ **Sales Promotion:** Building brand focus in conjunction with operational requirements. Ensuring maximum brand Penetration and capture Maximum market shares. Managing brand image building, awareness campaigns & developing market through architect & builder
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CAREER

Jay Chemical Industries Ltd (Construction Chemical Div.) (One Of The Leading Dyes Manufacturing Company) (From : Feb 2012 To Till Today) Working As a Area Sales Manager in K2 Brand Construction Chemical Division.

WORKING PROFILE : Handling all Gujarat as a Area Sales Manager. Handling 8 Sales Executive and 3 Sales Premotor Across Gujarat. Appoint new Dealer and Distributor for new brand product With Sales Executive. New Product Launching Program as well as sales Promotional activity Thru Sales Executive across the Gujarat. Team Handling

7 YEAR EXPERIENCE IN PIDILITE INDUSTRIES LIMITED (June 2004 To Jan 2012)

3 YEARS WORKING AS TERRATORY SALES INCHAGE

1 YEAR WORKING AS SR.SALES EXECUTIVE

3 YEARS WORKING AS ASSISTAN.SALES INCHARGE

WORKING PROFILE : DEALER DEVLOPMENT , DISTRIBUTOR HANDLING,SALES PLANING FOR ACHIVING TARGET, SALES PRAMOTIONAL ACTIVITES,NEW PRODUCT LAUNCHING,RANGE SELLING,CONTRACTOR MEET,ENGINEER,ARCHITECH VISIT & TEAM HANDLING

(A) SIX MONTH EXPERIENCE IN SALES PROMOTIONAL ACTIVIES OF CONSTRUCTION CHEMICAL DIVISION OF PIDILITE INDUSTRIES LIMITED ON WSS PAY ROLL

1 YEAR EXPERIENCE OF MARKETING IN ADHESIVE & PAINT PRODUCTS OF FEVICOL IN ARIHANT TRADING COMPANY (A LEADING OF WHOLSALE STOCKIST OF PIDILITE), AHMEDABAD

ACADEMIC CREDENTIALS

SSC : Passed in year 1996 with 67% Marks

HSC: Passed in the year 1998 with 51% Marks

B-Com: Passed in year 2001 with 50% Marks

PROFESSIONAL QUALIFICATION:

PLASTIC PROCESION OPERATOR FROM ITI WITH : 70.42%

WORK AS AN APPRENTIS

: 68.67%

Languages & IT Skills

- Business fluency in English, Hindi & Gujarati
- Knowledge of MS office, Excel & day to day operation of Computer.

Personal Details

Date of Birth: 10th May 1983

Nationality: Indian

Marital Status: married

Interest & hobbies: Travelling & Driving

SALARY : 13.50 Lacs CTC (P.A) (EXCLUDING TA & DA)

*** OTHER INFORMATION IF REQUIRED CAN BE PROVIDED.