



**NAME : NARESH PAREKH**

**ADDRESS: "Asian Pearl", Opp. Science City, Science City Road, Ahmedabad: 380060**

**E MAIL: parekhnaresh@hotmail.com/parekh.naresh@hotmail.com**

**M: 7069469628**

**AGE : 64+ Yrs.**

**EDUCATION :**

- 1) B.E. ( Engg.) Electrical-B.I.T., MESRA, RANCHI**
- 2) M.B.A. - Spl. - Sales/Marketing-I.I.S.W.B.M., C.U.**
- 3) IRDA-Surveyor's License No.72857 :Departments - Marine Cargo, Motor, Engg.**
- 4) Extension course in Marketing Management from I.I.M.**
- 5) Extension course in Financial Management from I.I.M.**
- 6) Certificate course CUSTOMS CLEARANCE& FREIGHT FORWARDING – JBS ACADEMY-AHMEDABAD**
- 7) ST.XAVIER'S COLLEGE- B.Sc.-FIRST YEAR- CALCUTTA UNIVERSITY**

**PROFESSIONAL QUALIFICATION**

- 1) I.I.S.L.A-Membership no. : AIE/02704**
- 2) F.I.V.-Fellow in Plants & Machineries-Govt.Valuer-17691**
- 3) Chartered Engineer (M 130205-6)**
- 4) S.L.A.No.: 72857-Engineering , Marine Cargo, Motor**
- 5) LICENTATE –Distinction --I.I.I.-CERTIFICATE NO. : LI 76079**
- 6) ASSOCIATESHIP DIPLOMA(UNDER-STUDY)SS- Insurance Institute of India**

**Job Description:**

**Functions:**

- 1) Tendering**
- 2) Contracting**
- 3) Collection**
- 4) Business development and branding positioning**
- 5) Formulating Marketing strategy and policy making**
- 6) Administration, control of marketing and sales department**

**Duties and Responsibilities:**

- 1) Understanding business requirements, meeting business targets monthly, quarterly and yearly**
- 2) Responsible for identifying and generating new customers.3) Analyzing customer requirements, making project feasibility report and communicating to management in time.**
- 4) Monitoring the customer satisfaction, updating and problem solving in time.**

- 5) Responsible for meeting monthly collection targets
- 6) Responsible for scanning the environment forecasting and making the proper strategy
- 7) Responsible for making pricing strategy and competitor analysis
- 8) Responsible for brand positioning in the customer mind
- 9) Monitoring and development of market share..
- 10) Coordinate with all department and reporting to management in time
- 11) Bidding the tenders in time
- 12) Customer Relationship management

Work Experience : 1981-2002: ELECTRICAL INDUSTRIAL PRODUCTS

\*15 YEARS experience in sales /marketing of Electrical industrial products in Eastern region covering W. B. , BIHAR ,ORISSA, A. P. , JHARKHAND,M.P.

C.G ., U.P. In course of these years , I have been in contacts with Consultants, Engineers,R&D Department & other industrial infrastructural

Activities. With Consultants Approval, techno -commercial activities , strengthen the company's products for implementing strategies,developing strong understanding of competitive market place ,business industry &trade media.Incourse of these years , the company`s project for electrical industrial

Products ,in eastern region has been operative within the project time in production of the same.The product has been approved by the consultants /has been Quality ,Product, Price &supply -chain management in project activities.

- Tender /Bid evaluation criteria, pre-tender activities-documentation for technical/financial bids-preparation-submissions of tender documents as per guidelines-competition analysis-bid resources-general term/conditions

**Company : G.M.I. Engineering Ltd..**

**Products : Power Transformers ,Distribution Transformers, Electrical Industrial Products+ S.S. Fabrication**

**Sales : 25 CR. IN 2002-2003**

**Position :Sr.Mgr.(Marketing )+EXPORT-IMPORT DOCUMENTATION**

**YEAR :2002-2009: MARINE CARGO/ENGINEERING**

**4 YEARS as GENERAL(NON-LIFE) INSURANCE SURVEYOR**

\*Company: MEHTA& PADAMSEY SURVEYORS PVT. LTD.

KOLKATA/AHMEDABAD

Position : NON-LIFE INSURANCE SURVEYOR.....SLA NO.:- 72857

Department: Engineering , Marine Cargo-types of cargoInsurance claims /claims processing /risk analysis /documentation /inspection /examining /cargo -inland transite-pre-shipment inspection /relevant activities /risk analysis/other factors affecting for the loss/claims assessment. Survey report .

**YEAR 2010-12:M.CARGO, ENGG.,MOTOR /P&M-Valuation**

**GENERAL( NON -LIFE) INSURANCE SURVEYOR**

Company: Absolute Surveyors India P. Ltd., KOLKATA

Position: Surveyor- Claims

Department: General Insurance Claims /Loss Assessment, insurance analysis ,risk inspection at site /location, with all types of engineering /power/steel /engineering projects with relevant documentation ,risk analysis/valuation of all types of equipments/plants & machinery /marine cargo inspection /pre-shipment inspection

/export -import documentation -loss assessment /claims /other relevant activities  
/engineering claims -processing , pre claims documentation/inspection -examining -other relevant analysis . Valuation of all types of vehicles -passenger /commercial/other types of vehicles . Survey Report

**YEAR 2012:M.CARGO, ENGG.,MOTOR /P&M-Valuation**

**General (Non-Life) Insurance Surveyor**

**Company: M/s. TCRC S&A P.Ltd.**

**Position: Deputy Principal Surveyor**

**Department:** General Insurance Claims /Loss Assessment, insurance analysis ,risk inspection at site /location, with all types of engineering /power/steel /engineering projects with relevant documentation ,risk analysis/valuation of all types of equipments/plants & machinery /marine cargo inspection /pre-shipment inspection /export -import documentation -loss assessment /claims /other relevant activities /engineering claims -processing , pre claims documentation/inspection -examining -other relevant analysis . Valuation of all types of vehicles -passenger /commercial/other types of vehicles . Survey Report

- Cargo damage surveys including high-tech and electronic equipments
- Commodity surveys including steel, equipment, sugar, coffee, etc
- Load and stowing surveys of export cargos
- Out-turn, offloading and handling surveys of import cargo
- Evaluation of Cargo Compatibility in consolidated containers
- Container suitability and condition
- Packing recommendations
- Pre-dispatch surveys

**Year :2014-15:**

**General (Non-Life) Insurance Surveyor**

**Company: M/s. Interocean group**

**JOB DETAILS:Insurance Survey& Loss Assessors - Surveyor-Mumbai  
Shipping Executive-Customers Service, Chartered Engineer-Exporters/Importers  
+Valuers for Plants & Machinery**

**Department:** General Insurance Claims /Loss Assessment, insurance analysis ,risk inspection at site /location, with all types of engineering /power/steel /engineering projects with relevant documentation ,risk analysis/valuation of all types of equipments/plants & machinery /marine cargo inspection /pre-shipment inspection /export -import documentation -loss assessment /claims /other relevant activities /engineering claims -processing , pre claims documentation/inspection -examining -other relevant analysis . Valuation of all types of vehicles -passenger /commercial/other types of vehicles . Survey Report

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- Pre-dispatch surveys
- \* Excellent communicator
- \* Willingness to travel and work in team.
- \* Strong understanding of market structure and requirements
- \* Knowledge of the industry and all facets of freight forwarding
- \* Adheres to all the company policies, procedures and business ethics
- \* And makes sure that the customer is not misled at any point of time.

**Responsibilities :**

- \* Delivery of Exports & Import of cargoes –with CHA/Exporters/Importers
- \* Examination or Inspection of cargoes
- \* Maintaining and capturing sales on the basis of relationship
- \* Should always be there for client's queries and doubts and should satisfy the customer's expectations.
- \* Aim to increase company's market share of the total business volume.
- \* Develops sales strategy and achieves sales target set by the management.
- \* Presenting the company and the services to the clients, in a structured and professional manner.

**Exports-Imports:** depth knowledge (well versed) in Export - Import documentation ie.

- \* Follow up with Forwarders for getting House B/Ls and attending to customers' requirements/ queries.
- \* Preparation of error free IGM and filing of Import manifest through Ice Gate independently
- \* Verification of O/B/L and other documents, collection charges and release of delivery order etc.
- \* Good Communication skills.

**Year :2016-17: MANAGER–SALES & SUPPORT**

**Includes- Customs & General (Non-Life) Insurance Surveyor**

**Company: M/s. SYNERGY AGRO-TECH P.LTD., Ahmedabad**

**JOB DETAILS :**

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- \* Maintaining and capturing sales on the basis of relationship
- \* Should always be there for client's queries and doubts and should satisfy the customer's expectations.
- \* Aim to increase company's market share of the total business volume.
- \* Develops sales strategy and achieves sales target set by the management.
- \* Presenting the company and the services to the clients, in a structured and professional manner.

**Designation: H.O.D.-SURVEY**

**Company: M/s. Interocean Shipping group**

**JOB DETAILS :Insurance Survey& Loss Assessors - Surveyor-\\**

**Shipping Executive-Customers Service, Chartered Engineer-Exporters/Importers**

**+Valuers for Plants & Machinery**

**Department:** General Insurance Claims /Loss Assessment, insurance analysis ,risk inspection at site /location, with all types of engineering /power/steel /engineering projects with relevant documentation ,risk analysis/valuation of all types of equipments/plants & machinery /marine cargo inspection /pre-shipment inspection

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From,  
**Naresh Parekh**