

HITESH K. ADHIA

REGIONAL SERVICE HEAD - EUREKA FORBES LTD.

Male, Indian, 47 years



Resident Address:-

C-9, Sadashiv Apartment,
Behind Titanium City center,
100feet Prahalad Garden road,
Satellite,
Ahmedabad – 380015 (Gujarat)

Email:

hiteshadhia1@gmail.com & hk_adhia2002@yahoo.com

PERSONAL DETAILS

- Father's Name : Mr. Kantilal B. Adhia (Retd. Class1 Officer from LIC OF INDIA)
- Mother's Name : Mrs. Minaxiben K. Adhia (Housewife)
- Spouse : Mrs. Bhavisha Hitesh Adhia (Housewife)
- Daughter : Study in Final year Graduation in Physiotherapy
- Son : 2nd Year in BE Computer Science
- Date of Birth : 22nd January 1970
- Linguistic Proficiency : English, Hindi, Gujarati

CAREER PROGRESS

ORGANIZATION	DURATION (From-TO)	EXPERIENCE (Years)	DESIGNATION	AREA
Eureka Forbes Limited Forbes Pro CS	October'14 To Present	3 Years 7 Months	Regional Service Head – M2 level	Region 2 (Guj MP & Raj)
Eureka Forbes Limited Forbes Pro CS	June'11 To October'14	3Years 4 Months	Regional Service Head – M1 level	Region 2 (Guj MP & Raj)
Avery India Ltd.	May'08 To June'11	3 Years 1 Month	Zonal Service Manager	Guj & Raj
Avery India Ltd.	July03 To May'08	4 Years 10 Months	Asst. Service Manager	Gujarat
Avery India Ltd.	April'00 To June'03	3 Years 3 Months	Deputy Service Manager	Ahmedabad
Avery India Ltd.	Feb'97 To March'00	3 Years 1 Month	Senior Asst. Service Eng.	Ahmedabad
Avery India Ltd.	April'95 To Jan'97	1 Year 10 Months	Asst. Service Engineer	Ahmedabad
Avery India Ltd.	July'92 To Match'95	3 Years 1 Month	Jr. Engineer	Ahmedabad
Avery India Ltd.	July'91 To June'92	1 Year	Trainee Engineer	Ahmedabad
Maruti Electro. & Elect	Aug'90 To June'91	10 Months	Service Engineer	Rajkot

TOTAL 26 YEARS working Experience.

HIGHEST EDUCATION

DIPLOMA “INDUSTRIAL ELECTRONICS” WITH FIRST CLASS Marks.

PRIDE POINTS

- ✓ "Friends for Life" - Best Region award recognized by Management during SMART meet in April'18 for LFY performance.
- ✓ Created new milestone by achieved Rs.3.05Crore Service revenue during LFY.
- ✓ 34% Revenue contribution during LFY 2017-18 with Service business Growth of 27%.
- ✓ 28% Revenue contribution during LFY 2016-17 with Service business Growth of 14%.
- ✓ Able to control Payment Outstanding against spares Credit billing > 90 days - Rs. 2.73 L at the end of LFY which is 0.89% of total Region service revenue.
- ✓ Maintain & retain major key accounts like Ford India Limited, P&G, Reliance Industries Ltd; Welspun India Limited, Trident Ltd, Philips, P&G etc;
- ✓ Successfully installed & maintaining CVS System at Adani Power Ltd.
- ✓ Customer Appreciation notes Collections from Key accounts :-
 - ❖ Year 2015-16 : 198 letters
 - ❖ Year 2016-17 : 251 letters
 - ❖ Year 2017-18 : 353 letters

KEY ACHIVEMENTS

- ✓ Innovative work started & shared to resolve complaints on minimum time period with cost effectiveness.
- ✓ 32% Revenue earned from Vapi & Jamnagar Market during last FY.
- ✓ 45% AMC Conversion during LFY.
- ✓ Motivation to Team & keeping Organogram intact:
 - ❖ Motivated team members by distribution of Rs.1.27L Incentive against Sales Enquiry generation (Approx. Rs.150L).
- ✓ Retention & development of Leaders especially on high end product range & Man management skill.

TECHNICAL EXPERTISE

- **Centralize Vacuum System, Industrial Vacuum & Cleaning Solutions.**
- Having knowledge of designing, Installing & maintaining various customize cleaning project. Static & Dynamic Weighment system, Weighing in Motion System, Belt Weigher, Filling Machine ,Weigh Feeder, Dispensing Unit , Sound Knowledge about 52PL & 52S System.

ADMINISTRATION EXPERTISE

- Presently handling team of 3 state head & 27 engineers in a Region.
- Man management, Team handling of Unionized & executive staff, Training, handling & dealing with ISO formalities, successfully completed the ITW 80/20, Inline courses etc; also dealing with the Legal formalities for Weights & Measure department up to the level of Controller of Weighs & Measure department.

COMPUTER KNOWLEDGE

- Having knowledge of SAP, MS-Office, Excel & Power Point etc;
- Special Weighing & Process Weighing Software. WEB Module usage. Working etc;

CTC

Present CTC : Rs.13.50 L + Car under OYCS scheme & other additional facility like furniture allowance, Communication, Special Qtly / Yearly Incentives, SMART & WOW Clubs.

DECLARATION

I hereby declare that the information given above is true to the best of my knowledge. I will make it my earnest endeavor to discharge competently and carefully the duties you may be pleased to Entrust with me.

Yours Sincerely,
(Hitesh K. Adhia)