

**Jinang Amitkumar Shah**  
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9824693965

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## SUMMARY

Detailed-oriented Regional Sales Manager with 11+ years of experience in sales, responsible for driving sales and leading a team to oversee sales achievement for a dynamic group of sales representative that cover the assigned region. Proven successful at B2B, B2C and consultant. Working closely with clients to ensure profitable outcomes.

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## CAREER OBJECTIVE

Highly motivated sales professional seeking to obtain a position with your company where I can utilize my skills and leadership abilities to promote growth in sales, provide superior customer service and reduce operational costs.

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## SKILLS

**Technical Skill**      MS Office, E.R.P Sage X3, Autocad, Microsoft Outlook.  
**Strategic Planning Abilities**  
**Strong Client Relation**  
**Ability to multitasks**  
**Leadership Experience**

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## EXPERIENCE

Regional Sales Manager	<b>Freudenberg Filtration Technologies India Pvt. Ltd. (Germen MNC)</b>
Jun-2017 - Till Today	<ul style="list-style-type: none"><li>• Leading regions to success by managing and supporting team members in certain areas.</li><li>• Successfully managed sales team of 5 people and ensure each team members reaches their target, ranging from customers to the sales made in quater.</li><li>• Report on regional sales result.</li><li>• Strategic business development with extensive focus on B2B, B2C segment, OEM &amp; consultant, Untapped customer in entire region of Gujarat.</li><li>• Setting up meeting with team members for technical discussion, negotiating and closing orders.</li><li>• Attending exhibition and meetings.</li></ul>
Marketing Executive	<b>LPS Ltd.</b>
Feb-2016 - May-2017	<ul style="list-style-type: none"><li>• Finding new clients for the organization.</li><li>• Meeting with clients virtually or during sales visit.</li><li>• Weekly reporting to branch manager.</li><li>• Achieve weekly and monthly target as and provided.</li><li>• Tracking on payment details.</li><li>• Extensive focus on Dealers and End-user.</li></ul>

Sales & Marketing  
Engineer

**Rajhans Plastic Machinerics Pvt. Ltd.**

Aug-2012 -  
Jan-2016

- Finding new clients for the organization.
- Travelling to visit Potentially Clients.
- Managing and interpreting Customer requirements.
- Calculating Client Quotations.
- Negotiating Client Quotation and Contract Terms .
- Payment followup after dispatch.
- After-Sales Service.
- Recording and maintaining client contact details.

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## PROJECTS

**Project Name:** How to maintain uniform density on Poly urethane foam

**Role:** Trainee

**Team Size:** 2

**Project Duration:** 1 Year

**Project Detail**

Implant training at Citizen industries Ltd as trainee in production department.

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## EDUCATION

Degree/Course	Percentage/ CGPA	Year of Passing
<b>M.B.A. (Marketing)</b> ICFA , ICFA University		2015
<b>B.E Mechanical</b> Universal Collage of Engineering & Technology , Gujarat Technological University	6.79	2012
<b>H.S.C.</b> Shree Ganesh Vidhya Mandir , Gujarat Board	69.49 %	2008
<b>S.S.C</b> Shree Ganesh Vidhya Mandir , Gujarat Board	82.29 %	2006

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## ACHIEVEMENTS

**Universal  
Collage Cricket  
Tournament**

Won 1st prize in universal Cricket tournament as one of the team members

**Highest Sales-  
Year 2022**

Won award for Highest sales-Gujarat Region- year 2022

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## STRENGTHS

Listening skills, Imotional intelligence, Excellent customer service, Sales Planning, Adaptability

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AREAS OF INTERESTS

Playing Cricket, Traveling, Singing

PERSONAL DETAILS

Address	A/44 Krupa Flat, Nr. Lavanya Society, Jaltarang club road, Vasna Ahmedabad, Gujarat, 380007
Date of Birth	23/08/1991
Gender	Male
Nationality	Indian
Marital Status	Married
Languages Known	Gujarati, Hindi, English

DECLARATION

I hereby declare that all the details furnished here are true to the best of my knowledge and belief.

Jinang Amitkumar Shah