

# Resume

**HENIL G. SHAH**

**Current & Permanent Address :**

A-12, Rajeshwar Flats, Near  
Mirabika Road, Naranpura,  
Ahmedabad - 380013

**Contact No. :**

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**E-Mail :**

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**Personal Details :**

**Father's Name :** Girishbhai  
Sanalal Shah

**Date of Birth :** Feb. 05 1993

**Gender :** Male

**Nationality :** Indian

**Marital Status :** Single

**Linguistics :** Hindi, English,  
& Gujarati

**Hobbies :** Music, Cricket.

## Career Objective

To seek full time position with responsibility in the field of **MECHANICAL ENGINEERING**, where I can contribute to the organizational goals there by simultaneously acquire new technical and managerial skills, contribute constructively and with the fullest utilization of my technical and educational background to the match the organization's growth and strength..

## Educational Qualification

- **Standard X -S.S.C.** (GSEB, Gandhinagar) (2008), from Vijay Nagar Secondary / Higher Secondary School, AHMEDABAD with 64.31 %.
- **DME** (Mechanical) from Eastern Institute For Integrated Learning In Managements University (2012), Securing 68.6 %.
- **PDCC** (Post Dipolma in CAD/ CAM) from Indo German Tool Room AHMEDABAD (2014) Securing 71.30 %

## Industrial Training

A 20 days full time training in the production work in the **INDO GERMAN TOOL ROOM.**, Vatva, AHMEDABAD in 2014.

## Softwares Skill

- **Auto-Cad**
- **Unigraphics (NX)**
- **Pro-E**
- **Solid Edge**
- **Master Cam**

## Experience

- 1 Having 2 Year experience in Vedant Tradelink Pvt. Ltd. as Sales Engineer from July , 2014 to june,2016.
- 2 Currently working in Zealot Engineering as Marketing Executive from June 2016 to till Date.

## Responsibility

- Sales in existing customers as well as develop new customer's base.
- Do Trials and justify the product by value selling.
- Provide technical support and technical presentations and demonstrations to customers.
- Foster strong relationship with potential customers.
- Create periodic reports that outline projects, meetings, conferences and training sessions including expense and sales reports.
- To meet assigned sales targets and keep track of the targets on quarterly basis.
- Develop and maintain relationships with existing customers via meetings/ personal visits, calls and emails.
- Identify and establish new sales account and services account by identifying potential customer
- Planning and organizing sales call schedule, to expand product usage in the territory.
- Prepare daily call report and intimate office team on every day basis.
- Generate call schedule report on 1st of every month.
- To provide professional and effective services to internal and external customers, to meet customer
- procedures and guidelines.
- Ensure customer satisfaction with products and services provided.

**Current salary: 24000 + Incentives and other expenses.**

**The above-furnished details are true & correct to the best of my knowledge.**

**Date:**

**Place: Ahmedabad**

**(Mr. Henil G. Shah)**