

Sandeep H. Zanje
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Date of Birth: 25th Aug '81

Area Applied For Sales & Marketing

EDUCATIONAL QUALIFICATIONS

2007 - 2012 MBA (67 %)	IGNOU
2002 – 2003 M.COM (55 %)	Gujarat University, Ahmedabad.
1997 – 2001 B.COM (70 %)	Shri Sahajanand Arts & Comm.College
1997 – 1998 G.H.S.E.B. (68 %)	Sunflower School, Ahmedabad.
1995 – 1996 G.S.E.B. (76 %)	Sunflower School, Ahmedabd.

WORK EXPERIENCE**Duration : 14 yrs**

Sanghi Industries Ltd.	Assistant Manager.	Sep 2017 to till date
<ul style="list-style-type: none">▪ Handling Mehsana & Patan District and responsible for trade sales in rural and network development.▪ Network expansion in rural, handling sales promotional activities with help of technical officer for building a better brand image of Sanghi cement. Also responsible for keeping track on competitor activities, competitors marketing strategies etc.▪ Develop rural as well as urban market and increase company share in total market share.		

J K Lakshmi Cement Ltd.	Sr. Office.	Oct 2011 to July 2017
<ul style="list-style-type: none">▪ Handled Ahmedabad District, Gandhinagar, Surendranagar territory and responsible for trade and non trade sales of network.▪ Network development and generate trade and non trade sales.▪ Open new dump at Gandhinagar to increase trade & non trade volume.▪ Launch Pro+ in Ahmedabad & Gandhinagar district.		

UltraTech Cement Ltd.	Sales Officer	May 2007 to Oct 2011
<ul style="list-style-type: none">▪ Handled Banaskantha district (12 talukas), responsible for trade sales of the network and area.▪ Network development and generate sales as per company requirements.▪ Open new dump at Palanpur and increase volume in BK.		

Kansai NEROLAC Paints Ltd.	Territory Sales Supervisor	March '06 to Apr. '07
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- Worked as a TSS – Projects in KNPL.
- Independently handled Ahmedabad as a Project Sales Incharge.
- Independently managed key tasks like dealer & contractor panel ratification, sales and administration of my territory.
- Interacting with corporate, key builders & architects for exploring business potential.

Asian Paints Home Solutions	Sales Associate	Sept.'04 to Mar '06
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- Worked as a Sales Associate and selling Home Solution services in Ahmedabad.
- Reporting to Unit Head and achieve value & volume targets.
- Handled Painters meet for Royale Play launching through Home Solutions.
- Create awareness through promotional activities.

CORRESPONDENCE ADDRESS

- **Sandeep H. Zanje**
12/134 Pujan Apartment,
Nr. DR. Jivraj Mehta Hospital,
Vasna, Ahmedabad – 380007.

SANDEEP ZANJE