

CURRICULUM VITAE

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EMPLOYMENT RECORD : 6+ years (August 2011 to till date)

CURRENT PACKAGE FIX (C.T.C) : 3.50 L P.A.

VARIABLE INCENTIVE PER MONTH : 7K TO 10K p.m.

AREAS OF EXPERIENCE

- *Internet Sales & Marketing*
- *Online B2B Corporate & Commercial Marketing*
- *Industrial Sales & Marketing*
- *Industrial equipment Service & Management Portfolio*
- *Handling Techno commercial Marketing Profile*
- *Develop and successfully implement product or service solutions that will meet the customer needs.*

PROFESSIONAL SKILL

- *Currently associated with **Ion Exchange (India) Ltd** as **Sr. Sales Engineer** for **Ahmedabad Territory**.*
- *Effective communicator & team leader with strong analytical, problem solving & continuous learning skills.*
- *Enthusiastic personality with positive attitude with patience.*

ORGANIZATION DETAILS & WORK EXPERIENCE (6+ YEARS)

Current Employer: - Ion Exchange (India) Limited – Ahmedabad Territory
Associated with Organization: - June-2017 to Present

Designation: - Sr. Sales Engineer

No. of Manpower Handling: - 9 nos.

Profile: - Sales & Marketing

Ion Exchange is pioneer of water treatment in India with a legacy spanning over five decades, Ion Exchange is recognized internationally as a premier company in water and environment management. Specialists in water and waste water, offering total water and environment management solutions for all sectors like infrastructure, industry, institutions, municipal, homes and communities, urban and rural. Manufacturer of world class ion exchange resins for water and non-water speciality applications, membranes, water treatment chemicals and speciality process chemicals and Exports to Africa, Japan, Middle East, Russia, South East Asia, UK, USA and neighbouring countries at thermal & nuclear power stations, fertilizer factories, refineries & petrochemical plants.

Product Range: *Commercial and Industrial Reverse Osmosis Plants, Centralized Water Purification Plants, Water Softeners, DM Water Plants, High Purity Treatment Plants, Sewage and Effluent Treatment Plants.*

Major Clients: *Intas Group, Zydus Group, Claris Pharma, Cipla, Biotech Group, Cadila Pharma, Chiripal Group, Jindal Group, Piramal Healthcare Etc.*

Job Responsibilities:-

- *Responsible for customer preventive product requirement activity like checklist and pre planning of sales.*
- *Responsible for support to repair machines like RO Plants, Water Softeners, Demineraliser Plants, and Waste Water treatment Plants.*
- *Also responsible to monitor and testing all product performance, Handling Electrical & Mechanical Maintenance activity.*
- *Develop and successfully implement product or service solutions that will meet the customer needs.*
- *Develop technical proposals of how the organization's products and services can meet customer needs and be integrated and implemented with the customer's existing systems and equipment.*
- *Train Operators & Machine in charge on the features of the product or service they are using.*
- *Also Responsible to move service engineers to client's place according to schedule of preventive maintenance of plants, monitoring the operators & service engineer's activities like attendance , daily log sheets, daily work planner, daily work done and their safety precautions etc.*
- *Also Responsible for Random checking & Inspection of Sites & Plants for Water Audits and Plant Performance.*

Previous Employer: - IndiaMART InterMESH Limited – Vadodara Territory

Associated with Organization: - Jan-2015 to May-2017

Designation: - Assistant Sales Manager - New Client Acquisition

No. of Manpower Handled :- 5 nos.

Profile: - Sales & Marketing

IndiaMART.com is India's largest online B2B marketplace for Small & Medium Size Businesses, connecting global buyers with suppliers. The company offers a platform & tools to over 1.5 million suppliers to generate business leads from over 10 million buyers, who use the platform to find reliable & competitive suppliers. The company has over 2600 employees located across 50+ offices in the country. Its existing investors include Intel Capital and Bennett, Coleman & Co. Ltd.

Job Responsibilities:-

- Responsible for Acquisition of New Small & Medium Enterprise, Manufacturing Industries to come on IndiaMART.COM B2B Market WEB Portal for expanding their business.
- Develop and deliver sales presentations and respond to technical questions regarding the organizational product, system, and service.
- Responsible for Advertising & Brand Promotion of Small scale industries to avail the facility of getting untapped & untouched buyers through online market portal.
- Responsible for generating new business inquiries and business leads to Small Enterprises & Manufacturing Industries.
- Also responsible to monitor and testing their product preference, Product & Key-word Mapping of Industries. Handling IT Maintenance activity of Web Promotional Catalogue of Clients.
- Responsible for diverting Design Co-ordinators and IT Production team to Site office of Client to troubleshoot, investigate, and resolve technical problems.
- Manage the current team, applicators in terms of customer interaction, application monitoring/ review with senior leadership at customer end.

First Employer: - Eureka Forbes Limited – Kutch & Saurashtra Territory

Associated with Organization: - Aug-2011 to Dec-2014

Designation: - Jr. Supervisor

No. of Manpower Handled :- 4 nos.

Profile: - Sales & Service

Eureka Forbes Ltd is a 14 Billion (INR) multi-product, multi channel organization, having leadership position in domestic and industrial water purification and cleaning systems. Our astute experience in providing the right solutions has seen our customers backing our endeavors to enhance their brand values. Eureka Forbes has over 19000 employees and 6 million satisfied customers with operations in over 145 cities and 398 towns across India.

Product Range: Commercial and Industrial Reverse Osmosis Plants, Centralized Water Purification Plants, Water Softeners, Sewage and Effluent Treatment Plants.

Major Clients: Jindal Saw Ltd, Welspun India Ltd, Adani Power, TATA Power, Adani Port, Jaypee Cement, Ahlstrom, CFS, Gokul, Cargill India, IFFCO, Parle, HUL, Indian Steel, Mother Son Group Etc.

Education Qualifications:-

B.E. in Electronics & Communication Engineering with 62.70 % in March-2010 from Gujarat University, Ahmedabad.

IT SKILL:-

- MS OFFICE 2010
- Microsoft office Outlook
- Web ERP Software Tool
- SAP PM MODULE

Declaration:

I hereby declare that the above-mentioned information is correct to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Personal Details

- 1) Father's Name :- Sureshbhai Naranbhai Rathod
- 2) Date of Birth :- 25-09-1988
- 3) Sex :- Male
- 4) Marital Status :- Married
- 5) Hobbies :- Listening Music, Reading, Travel, Surfing, Chatting with Friends
- 6) Language Known :- Hindi , Gujarati & English