## Hitesh panchal

## Technical Sale's Engineer



27 years old Driving License

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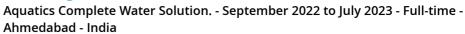
A/102,Vinayak city Flat, Near Chuval S ociety, opp Bhavik School,Chandlodiy

382481 Ahmedabad, India

Resume created on DoYouBuzz

## **EXPERIENCES**

### Sales Engineer





- Distributor of Xylem pumps (USA based company) (Commercial Building Segment)
- Responsibilities:
  - Responsible to handle tasks in Ahmedabad, Gandhinagar, kalol, Mehsana.
  - · Client Base: Commercial & Residential buildings, Builder Lobby
  - Creating new business opportunities and closing the opportunities in to sales.
  - Technical supports to client base for their requirement of pumps.
  - Providing & Preparing Techno Commercial offers to the new clients based on the BOQ and regular follow-ups to close the deals and convert it in to business.
  - Maintaining and analysing sales reports and repres enting it to management on quarterly meetings.
  - · Competitor product analysis

## Sales Engineer

## Jay Pumps Pvt.Ltd - February 2021 to September 2022 - Full-time - Ahmedabad - India



- Distributor of Grundfos pumps (Denmark based company) (Commercial Building Segment)
- Responsibilities :
  - Responsible to handle tasks in Ahmedabad, Gandhinagar, kalol, Mehsana and Raikot.
  - Client Base: Commercial & Residential buildings, Builder Lobby
  - Creating new business opportunities and closing the opportunities in to sales.
  - Technical supports to client base for their requirement of pumps.
  - Providing & Preparing Techno Commercial offers to the new clients based on the BOQ and regular follow-ups to close the deals and convert it in to business.
  - Maintaining and analysing sales reports and repres enting it to management on quarterly meetings.
  - · Competitor product analysis

#### **Sales Executive**

# MAXFLOW ENTERPRISE - February 2019 to January 2021 - Full-time - Ahmedabad - India



- I have to do meeting with Engineer, Architect, MEP Consultant and Builder's about my product like ACO, Kitec Pipe, Astral SILENCIO Pipe, Everlast FRP Manhole covers, Mupro clamps, Armacell, NEU-G Ball valve Regarding sales and marketing.
- Responsibilities :
  - Responsible to handle tasks in Ahmedabad, Gandhinagar, Dholka, kalol, Mehsana, Radhanpur.
  - Client Base: Commercial & Residential buildings, Builder Lobby
  - Creating new business opportunities and closing the opportunities in to sales.
  - Technical supports to client base for their requirement of Plumbing Products.
  - Providing & Preparing Techno Commercial offers to the new clients based on the BOQ and regular follow-ups to close the deals and convert it in to business.
  - Maintaining and analysing sales reports and repres enting it to management on quarterly meetings.
  - Competitor product analysis

#### Sales Executive



Reliance Digitall - June 2018 to October 2018 - Full-time - Ahmedabad - India

- Sales Promotion
- Maintain Relationship with Customers

#### **Technical Field**

Jay Veer Engeeners - Since August 2017 - Ahmedabad - India

- Operate Production Machine
- Handle team workers

## **EDUCATION**

## **Diploma Mechanical Engineering**

#### R C TECHNICAL INSTITUTE AHMEDABAD

December 2015 to May 2019 compeleted with 6.50 CGPA

## **CNC Turning Course (Part Time)**

### PRATT MULLER SKILL DEVELOPMENT CENTER

June 2017 to October 2017

Completed with A Grade

## Car AC Training (Part Time)

#### SHUBHAM AIR CONDITIONING

May 2013 to July 2013

Training Programme

## **Apprenticeship**

#### **VOLTAS PRIVET LIMITED**

June 2012 to April 2014

Completed with 73 %

#### ITI in R.F.M

#### NCVT AHMEDABAD

August 2011 to August 2013

Completed with 74 %

## Mechanic Electronic Course (Part Time)

#### ASHOK ITI

April 2012 to September 2012

Completed with 85 %

#### SSC

#### **GSEB**

June 2010 to April 2011

Completed with 52 %

## **SKILLS**

## **Goal oriented Person**

- ▶ Engemess to mean something
- Commitment to work
- Result driven Attitude
- Problem solving abilities
- A daptability to new atmosphere
- Ability to perfom and contribute under pressure

## \*\*\*\* \*\*\*\* \*\*\*\* \*\*\*\*

## **INTERESTS**

### **Travel**

Road Trip and Adventure Tracking

#### **Sports**

Playing Cricket

#### **Arts**

**Painting**