



# Hiren Gandhi

## Sr. Sales Person

Seeking a challenging role, which justifies my qualification and professional experience to grow with achievements.

## Contact

### Phone

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### Email

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### Address

201, Pruthvi Complex,  
Mehemdabad

## Education

2007

### Diploma in Business Administration

Adarsh Management Institute of India

2009

### Masters in Business Administration

Adarsh Management Institute of India

## Expertise

- Marketing
- Customer Relationship

## Language

English

Hindi

Gujarati

Bengali

Orriya

## Experience

### May 2022 -

DYNAMIC RUBBER PVT. LTD, Ahemdabad

- Maintaining good relationship with all companies' purchase managers, users, and technical departments.
- Generating business via releasing Purchase orders from the companies.
- Regular monthly visits at different manufacturing units all over Gujarat.
- Companies visited Grasim Industries, Hindalco, DCM Shreeram, Essar Group, J.K Paper, Ultratech etc.

### Sept 2020 - March 2022

UTTKAL ENGINEERING COMPANY, CUTTACK, ORISSA

- Maintaining good relationship with project manager of L& T.
- Supplying materials to L& T for different projects at Orissa.

### Feb 2017 - May 2020

MATRIX CELLULAR INTERNATIONAL SERVICES LTD

Key Performance Areas/Profile description

- For International sim cards at Retail & Corporate sectors
- International Travel Insurance
- Meeting with corporate for Smooth Business
- Generating Revenue

### Nov 2012 - Jan 2017

SARATECH INDUSTRIAL FAB PVT LTD

Key Performance Areas/Profile description

- Day to day production and sales analysis.
- Material procurement and management.
- Full filling the needs of customer as per schedule.
- Maintaining the quality of the components with q.a team.
- Improvement of production output with various new initiatives.
- Managing the whole team.

### Aug 2009 - Oct 2012

SMC COMTRADE LTD.

Key Performance Areas/Profile description

- Managing a team of 5 Relationship Manager & 2 Dealers.
- Motivating the team for increasing of the Sales & Brokerage
- Generating the Revenue of the team.
- Coordination with client as well as franchisees.

Accomplishments

- Have received a Certificate of 1st RM of the month in west zone.
- Successfully achieved the target of maximum no. of account opening within a Month
- Have received many gifts from the organization during the contest period.
- Received the incentives from the organization in every quarter.

## ○ Sept 2007 - Aug 2009

### RELIGARE COMMODITIES LTD

#### Key Performance Areas

- Achieve the sales targets of every months
- Generating the revenue with the co-ordination of dealer & SRM
- Maintaining good relationship with the clients.

## ○ July 2003 - Aug 2007

### Mordern Business Solution DSA of ICICI BANK ltd

#### Key Performance Areas

- Maintaining good Relationship with the Merchants
- Generating Business from the Merchant Points
- Achieving all the sales targets of Merchant acquisition.
- Handling all the queries regarding Merchant Services

#### Significant Accomplishments

- Receive the Cash award from the ASM for single Day achievement of sales target in west zone.
- Have given Highestno. of application in merchant acquisition      Handling the merchants of posh area of Ahmadabad ( C. G. Road)
- Generated the business of 1 cr in a single day.

## Training Programs Attended

**Improve the skills of Marketing &Sales.**

**Effectiveness. Seminar on Currency Market & its Global effect Product.**

**Launching Seminar on Agriculture Commodities.**