

CURRICULUM VITAE

JIGNESH KAPURE

5-Mahesh Kunj Society, juna
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Seeking assignments in Sales Management, with a high growth oriented organization where my innovative skills, business acumen and stress-busting potential will properly be utilized from growth and development of myself and organization.

SYNOPSIS

A competent professional with 17 years of experience in the areas of Sales & customer relationship Management

PROFESSIONAL EXPERIENCE

Hi-Tech International

Designation : Senior Sales Manager

Working since 01-Dec-2021 as Senior Sales Manager till Date

- ❖ Promoting Of Bio Degradable Products In Gujarat.
- ❖ Arranging Customer Meets And Corporate Marketing.
- ❖ Achieving The Given Targets & Goals Set By Company.

Insight & Print Communication Pvt. Ltd

Designation : Asst Business Development Manager

Working since 01-Apr-2019 as Asst Business Development Manager till 30- Nov -2021

- ❖ Hp Industrial Machinery in Gujarat.
- ❖ Maintaining &Bringing new customers. And Handling For Key Account.
- ❖ Achieving the given targets & goals set by company

Silver Sign Pvt. Ltd

Designation : Marketing Manager

Working since 03-Oct-2016 as Marketing Manager till 31-March-2019

- ❖ Handling Distributers all over Gujarat.
- ❖ Maintaining &Bringing new customers. And Handling For Key Account
- ❖ Primary & secondary selling.
- ❖ Achieving the given targets & goals set by company

3M India Pvt. Ltd

Designation : Territory Sales In charge

Working since 11-Nov-2014 as Territory Sales In Charge till 02-Oct 2016.

- ❖ Handling Distributers all over Gujarat.
- ❖ Maintaining &Bringing new customers. And Handling For Key Account
- ❖ Primary & secondary selling.
- ❖ Achieving the given targets & goals set by company.

Canvera Digital Technologies Pvt. Ltd.

Working since 11-June-2012 as Relationship Executive till 30. Oct 2014.

- ❖ Maintaining existing client base.
- ❖ Bringing new client via field sales.
- ❖ Maintaining reports on daily weekly & monthly basis.
- ❖ Achieving the targets & goals set by the company.

Greenways Food & beverages Distribution Pvt. Ltd. India**Pushpam Foods and Beverages Pvt.Ltd.**

Field sales officer july-11to 31-May-2012

- ❖ Working as field sales officer in all Ahmadabad
- ❖ Marketing our nos 45 products in fmcg
- ❖ Promotion for new product launching
- ❖ Getting weekly follow up for fss to our respective distributers.
- ❖ Avg monthly sales 2.50lacs
- ❖ open new distributers and motivating new as well as old distributers
- ❖ Managing & resolving dealers, distributers related queries and issues

Everest Masala Pvt Limited Ahmadabad, (India)

Field sales officer September-05 to June-11

- ❖ Working as field sales officer in south Ahmadabad
- ❖ Marketing our nos 45 products in fmcg
- ❖ Promotion for new product launching
- ❖ Getting weekly follow up for fss to our respective distributors.
- ❖ Avg monthly sales 1.50 lacs
- ❖ open new distributors and motivating new as well as old distributors
- ❖ Managing & resolving dealers, distributors related queries and issues.

EDUCATIONAL QUALIFICATIONS

- ❖ S.S.C. – General Stream – GSEB – March 1999
- ❖ H.S.C – Common Stream – GSEB – March 2001
- ❖ B.Com (Graduate) – Gujarat University – April 2007

COMPUTER PROFICIENCY

- ❖ Operating Systems: Windows 98, Windows 2000,
- ❖ Applications: M.S.Office, Word Star, Lotus, Internet and Email

PERSONAL INFORMATION

Date of Birth: 5th July 1984

Residence Address : 5- Mahesh Kunj Society, Juna
Dhor Bazaar Kankaria, Maninagar,
Ahmadabad, 380028

Marital Status: Married

Hobbies: Listening Music, Cricket and interacting with People

Language Proficiency: English, Hindi Gujarati.& Marathi.