

SHIVANG KAPASI

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OBJECTIVE

To obtain high level of excellence in growth oriented organization and to utilize myself as a resource for all kind of challenging jobs by upgrading my knowledge and skills time to time.

PROFESSIONAL SYNOPSIS

- 7+ years of experience in Sales, Business Development, Channel Mgt. & Distribution.
 - Presently associated with **GREEN PANEL INDUSTRIES LIMITED** as **Business Development Manager** – Ahmedabad.
 - Previously worked as Deputy Manager with :-
 - Welspun Flooring Ltd. – Ahmedabad
 - Kajaria Plywood Pvt. Ltd. – Ahmedabad
 - Century Ply boards (I) Ltd. – Ahmedabad
 - Decor Brass India Pvt. Ltd. – Jamnagar
 - Radha Madhav Agency (DSE - Parle Snacks) – Jamnagar
- Tenure :-** April'13 to March'14
- Tenure :-** April'12 to March'13

WORK EXPERIENCE

Green Panel Industries Ltd. – B.D.M

Tenure : May'20 – present

- Increasing client base.
- Managing and retaining relationships with existing clients.
- Promoting company's products / services addressing or predicting clients' objectives.
- Prospected for potential new clients and turned them into increased avenues of business.
- Guiding & Motivate team members in secondary sales & converting leads.
- Conducting in-shop contractors meet with team to generate lead and secondary support to channel partners.
- Monitoring receivable payments from respective dealers as per company policy.
- Knowledge of competitors in regards of scheme, rates, channel networks and product range.

Welspun Flooring Ltd. – Deputy Manager

Tenure : August'19 – April'20

- Handling Ahmedabad & North Gujarat.
- Focusing on development a channel partners as per company policy & to generate secondary sales through channel partners.
- Coordinating with the merchandisers for brand visibility across the market of assigned territory.
- Developing & appointing new business partners to expand product reach in the market & working in close interaction with the dealers & distributors to assist them to promote the product.
- Organize gathering to maintain & build professional relationship with influencers & Increasing the brand acceptances level in the market.

KAJARIA PLYWOOD PVT. LTD. – Area Manager

Tenure : June'18 – August'19

- Appointing New Channel Partners (dealers, sub dealers, OEM's) in assign territory Ahmedabad, Saurashtra (Rajkot, Bhavnagar & Himmatnagar), and develop them in market.
- Administering activities related to primary, secondary sales of the product in assign territory.
- Allocating targets to the team & monitoring on daily basis.
- Handling dealers, sub-dealers, contractors & architects in territory.
- Coordinating with the merchandisers for the brand visibility across the market of assigned territory.
- Increasing dealers network by adding new-outlets in territory.

CENTURY PLYBOARD INDIA LIMITED. – Sr. Sales Executive

Tenure : Since Jan.'15 to June'18

- Channel sales and Project sales of Plywood & Flush doors across Ahmedabad territory.
- Appointment of new dealers & sub-dealers in respective territory.
- Responsible for primary & secondary sales to achieve the target in specific time.
- Continuous interaction with Architectures, Interior Designers & Contractors regarding ongoing & upcoming projects for business development.
- Monitoring and expediting the regular receivable payments from respective dealers as per company policy.

ACHIVEMENT

- Awarded 'TOP GUN CLUB' for achieving sales target for the month of Dec'15 to Jan'16.
- Awarded 'SHOORVEER' CENTURION for being top 1 sales executive in branch from Sep'16 – Nov'16.
- Awarded 'CENTURION STAR' in branch for quarter 3 & 4 of 2016-17.
- Awarded 'CENTURION STAR' in branch for quarter 2, 3 & 4 of 2017-18.

DECOR BRASS INDIA PVT. LTD. – Marketing Executive

Tenure : From April'14 to Dec.'14

- Promotion, sales & distribution of all the products manufactured by the company across south Gujarat region.
- Conducting survey around every distributor's market areas for performance of respective distributor.
- Collecting purchase orders from dealers & distributors and forwarding the same to dispatch department for further process.
- Follow ups with new prospective dealers and other retailers.

ACADEMIC CAREER

- B.Com Saurashtra University (April 2011 – March 2014)
- HSC Commerce (June 2010 – March 2011)

IT EXPOSURE

- All versions of Windows OS.
- MS – Office.
- Internet.