

Hitesh panchal

Technical Sale's Engineer



27 years old
Driving License

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EXPERIENCES

Sales Engineer

Aquatics Complete Water Solution. - September 2022 to July 2023 - Full-time - Ahmedabad - India



- ▶ 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 representing 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 Rajkot.
 - 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 representing 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 representing 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 Engineers - 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

completed 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 perform and contribute under pressure



INTERESTS

Travel

Road Trip and Adventure Tracking

Sports

Playing Cricket

Arts

Painting