

Katudiya Rajdip
Email: rajdikatudiya97@gmail.com
Cont. no: +91 76980 43180

(MBA Marketing)
(B.Tech Mechanical)
(5 Year's & 6 Month's)

Career Objective:

As a seasoned and accomplished professional with five years of diverse experience in Industrial Power Transmission Products sales, spanning B2B and B2C markets, government sectors, and channel sales, I am poised to assume a strategic leadership role as a Corporate Area Manager. Leverage my comprehensive understanding of market knowledge through field sales, proven record of accomplishment in delivering revenue growth, and expertise in nurturing key client relationships to drive sustainable business expansion. Over the next five years, I aim to spearhead innovative sales strategies, optimize channel partnerships, and lead high-performing teams to meet sales targets. Vision is to contribute significantly to the organization's market dominance, profitability, and reputation while ensuring a lasting impact in the ever-evolving landscape of Industrial Power Transmission Products sales.

Experience:

AREA MANAGER – South Gujrat	PIX TRANSMISSIONS LTD – NAGPUR	From Jan 23'
<ul style="list-style-type: none">• Handling South Guj Territory form Baroda to Dadra Nagar Haveli.• Demonstrated exceptional leadership in managing a multifaceted sales portfolio spanning B2B and B2C segments.• Handling Customer base like Chemical Industries, OEM Manufacturers, Textiles Industries, Paper Mill, Oil & Gas Refinery, Wire Industries and many other type of industries aslo.• Successfully nurtured and expanded channel partnerships, enhancing market reach and distribution capabilities.• Responsible for both managing existing Business Partners and appointing new partners, sub-dealers, while overseeing and optimizing channel sales operations• Handling key account management strategies for industry giants such as Aditya Birla – Hindalco, Enka Century, Grasim Industries, Reliance, and Apar Industries, Aarti Industries, ANMS, CSCI, ACC and many more. Driving revenue growth and customer satisfaction.• Established and maintained collaborative relationships with government organizations, including GNFC, GIPCL, ONGC, OPAL, Petronet LNG, and GACL Etc. Resulting in substantial tenders business and consistent business growth.• Conducted in-depth market analysis to identify segment-specific sales opportunities, optimizing revenue generation strategies.• Streamlined segment wise like Textile Industries, Chemical Industries, OEM, Etc. sales operations ensuring efficient targeting, resource allocation, and market penetration.• Effectively managed a cross-functional sales team, fostering a culture of performance excellence and professional development.• Leveraged CRM tools to monitor and report sales activities, track leads, and generate insightful sales forecasts for senior management.		
AREA MANAGER	TEXSPIN BEARINGS LTD	(2 Year & 5 Months AUG 20' to DEC 22')
<ul style="list-style-type: none">• Proficiently managed and strategized the operations and sales activities within a designated region encompassing major area's Ahmedabad, Vadodara, Mehsana, and Surat in the industrial Segment.• Leveraged comprehensive knowledge of bearing products and applications to provide technical guidance to the sales team and customers, ensuring optimal product solutions• Oversaw a diverse portfolio of clients, including industrial manufacturers, distributors, and OEMs, tailoring sales approaches to meet their unique needs and requirements.• Successfully maintained and nurtured existing customer relationships, resulting in a high client retention rate and increased customer loyalty.• Proactively identified and pursued new business opportunities, appointing and managing new distributors, sub-dealers, and partners to expand market reach.• Implemented and monitored channel sales strategies, including pricing, promotions, and product positioning, to achieve revenue targets and market share growth.• Collaborated with cross-functional teams to resolve technical and logistical issues, ensuring seamless order processing and delivery for customers.• Conducted regular market assessments, competitor analysis, and demand forecasting to stay ahead of industry trends and capitalize on emerging opportunities.		

SALES EXECUTIVE**PRECISION BEARINGS PVT LTD****(2 Year & 2 Month's JUNE 18' to JULY 20')**

- As a Sales Executive in the bearing industry, I played a pivotal role in supporting the sales team and learning the fundamentals of the industry.
- Actively participated in sales activities such as prospecting, lead generation, and client follow-ups to contribute to the overall sales targets.
- Assisted senior sales representatives in preparing and delivering product presentations and technical demonstrations to potential clients.
- Gained hands-on experience in understanding bearing products, applications, and specifications, allowing for better customer engagement.
- Provided essential support in managing client inquiries and requests, ensuring prompt and accurate responses to maintain high customer satisfaction.
- Collaborated with the sales team to prepare sales quotes, proposals, and contracts, adhering to company pricing and negotiation guidelines.
- Actively participated in sales meetings and training sessions, acquiring product knowledge, market insights, and sales techniques.
- Maintained accurate and organized sales records, customer databases, and order tracking systems to streamline sales processes.

Key Skills:

• Sales Leadership	• Key Account Management	• Relationship Building
• Negotiations skills	• Channel Sales Management	• Team Management
• Market Analysis	• Technical Product Knowledge	• Strategy Planning
• CRM Software	• Adaptability & Result Oriented	• Problem – Solving

Education:

SPECIALIZATION	UNIVERSITY / BOARD	PASSING YEAR	RESULT
MBA – MARKETING	JAIPUR NATIONAL UNIVERSITY	JULY – 2021'	6.7 CGPA
B.TECH – MECHANICAL	C.U.SHAH UNIVERSITY	MARCH – 2018'	7.58 CGPA
H.S.C	SARDAR PATEL VIDHYALAY	MAY – 2014'	59.98 %
S.S.C	N.M.HIGH SCHOOL	MARCH – 2010'	80.85 %

Computer Skills:

Microsoft Office Suite	CRM Software	Sales Analytical Tools
Microsoft PowerPoint	E-commerce Platform	Email & Communications

Personal Info:

Address : 43, Bhagwat Villa, Opp Avalon Park, Nr Ayodhya Apartment. Gamdi-Road. Vatva
Ahmedabad – 382440.
Date of Birth : 27th Feb 1997
Marital Status : Married
Language Known : Guj, Hindi, English.