

Curriculum Vitae

Sanjay Bhalala

Cell Phone: +91 9913719292

Email : sbhalala0907@gmail.com

Address : B-701, Shreepad Residency, near vishwas city no.7, Gota, Ahmadabad.

OBJECTIVE

Senior positions with an international organization where my knowledge and experience will have an immediate impact on company's profits and productivity.

PROFESSIONAL SYNOPSIS

- A professional with having a nearly 12+years' experience in core Sales/Technical/Service/Project Management /Team handling in the utility field.
- Experienced Territory sales Manager with a demonstrated history of working in the environmental service industry.
- 6+ years' experience in UTLITY Equipment like Water Treatment Plants (Softening Plant, Industrial RO Plant, DM Plant etc.,) & Waste Water treatment Plant (STP, ETP RO, Incinerator etc.,)
- Work effectively and collaboratively with our sales, delivery, and technical teams
- Proficient in problem-solving skills and the ability to organize workflow and consistently produce work of high standards.
- Monitoring the process parameter and ensuring the optimization of plants to meet the specified consumption and product specification.
- Managing the Troubleshooting, meeting customer demands and interacting with the management.
- Provide leadership, vision, and direction for the Project Team, including external teaming partners.
- Good command over the Project Execution and services
- Confer with Water/Environment pollution authorities.

CORE COMPETENCE

- Strategic Planning
- Sales management
- Team Building
- Technical Troubleshooting
- Negotiations Skills
- Time Management
- Client Satisfaction
- Customer Relationship
- Project Management

CAREER HIGHLIGHTS

Ion Exchange (India) LTD.

Territory Sales Manager- CWS Division, from January-2020 to onwards.

Key Responsibilities Area:

- Identify local business opportunities and challenges.
Present products and services to prospective customers.
- Cold call, inquiry generation, offering, Techno commercial meetings.
- Developing innovative sales strategies to increase business within as assigned Territory.
- Keep track records of sales, constant monitoring of sales activity to meet targets.
- Maintain and strengthen a large portfolio of clients.
- Making the Quotations, regular follow-ups, meetings and to negotiate on price factors.
- Work under the direction of the department, group and project managers to define objectives and determine solutions for complex issues.
- Develops small to large design projects from inception to completion.
- Creates cost estimates and project schedules, and will be responsible for completing design tasks within budget and on schedule
- Performs detailed engineering calculations & analysis, and utilizes design software to solve complex issues
- Supervises and supports the work of others and mentors junior level engineer & design/drafting technical staff.
- Complete the all targets and sales figures as per company.

ARTH AIR TECHNOLOGIES PVT LTD (THERMAX CHANNEL ASSOCIATES)

Sr. Sales Engineer, From April 2014 to January 2020.

Arth Air Technologies Pvt Ltd., is channel franchise of Atlas Copco as well as Thermax products (WWS DIV), having a turn over 18 Cr. in terms of Indian Rupees.

Key Responsibilities Areas:

- Business Expansion of Thermax Products Like Water Treatment Plants (Softening Plant, Industrial RO Plant, DM Plant etc.,) & Waste Water treatment Plant (STP, ETP RO, Incinerator etc.,) for **North & South Ahmedabad Region**
- Prioritized tasks and projects to meet tight deadlines
- Generate inquiries, execute into orders and develop business with OEM's as well as end-users.
- Closely working with Major Consultants like VMS, MOTT DONALD, TR PATEL, ATMAN, and SMPS.
- Keep track records of sales, constant monitoring of sales activity to meet targets.

- Maintain and strengthen a large portfolio of clients.
- Making the Quotations, regular follow-ups, meetings and to negotiate on price factors.
- Look after dispatch and to maintain delivery periods, coordinating to production dept.
- Driving timely collections from customers and ensuring that there are no outstanding payments beyond Credit limits.
- Meets established budgets and delivery schedules for each assignment; for project/task scope schedule and budget.
- Work under the direction of the department, group and project managers to define objectives and determine solutions for complex issues
- Develops small to large design projects from inception to completion
- Creates cost estimates and project schedules, and will be responsible for completing design tasks within budget and on schedule
- Performs detailed engineering calculations & analysis, and utilizes design software to solve complex issues
- Supervises and supports the work of others and mentors junior level engineer & design/drafting technical staff

Achievements:

- Completed all level of Water Liaising training
- ABP achieved given by Principal company
- Grew business more than 10 Million Rupees in 2 years representing WWS products
- Successfully completed E&C of water/west water treatment project for M/s.BMD Pvt Ltd. in 15-20 days.

PAST EXPERIENCE

Turbo Bearings Pvt Limited-
Sr. sales Officer, from April- 2013 to March-2014

Key Responsibilities Areas:

- Business Expansion of Products for **Gujarat, Rajasthan and MP.**
- **Distributors Handling.**
- **Channel sales**
- **Planning and complete the all sales target.**
- **Maintain all reports.**

RAJ LAXMI PRINTS PVT LTD., SURAT
Purchasing officer, From Jan 2002 to April 2013

Key Responsibilities Areas:

- Prepared purchase requisition and issued purchase order in accordance with company policy and negotiated terms and conditions
- Advanced Planning of Stock and purchaseschedule.
- Connected with Major Suppliers and replacement of product
- Ensure that all purchases are made within the budget in an effort to confirmall cost cutting best practices protecting my employers bottom line

- Liaised with Account Departments to ensure accurate and timely payment of invoices as necessary for business suppliers
- Develop and maintain cross functional relationships to provide effective support business, enhancing profitability of the organization

Notable Achievements:

- Recommended target suppliers with feasible plans to comply with requirements and Conducted monthly sourcing analyses of 20 vendors
- Awarded with best negotiator with business supplier
- Liaised with 25+ suppliers locally within the established connections of the company for prices and stock availability

RELIANCE LIFE INSURANCE, BHAVNAGAR

Sales Executive, From Jan 1995 to March 2013

Key Responsibilities Areas:

- Manage all phases of the sales cycle—from prospecting to close and follow-up support. Represent a full line of insurance and financial products, serving as a trusted advisor to businesses and individuals.
- Cold calling to customer to Explained features, advantages, and disadvantages of various policies to promote the sale of life and health insurance plans.
- prospective clients to obtain data about their financial resources and needs and the physical condition of the person or property to be insured and to discuss any existing coverage
- Provided sound financial, insurance and wealth-management services to protect and grow client assets

Notable Achievements:

- Increased referral business by 15%.
- Received multiple "Employee of the Year" and "Employee of the Month" awards

COMPUTER SKILLS

- Microsoft Office
- ERP
- CRM (Sales Force)

ACADEMIC CREDENTIALS

1994 Bachelor of Commerce, Bhavnagar University
 1991 XII from B.M. Commerce High school-Bhavnagar, GSEB
 1989 X from B.M. Commerce High school-Bhavnagar, GSEB

OTHER DETAILS

Father's Name : Mangaldas J Bhalala
Date of Birth : 9th July, 1974
Marital Status : Married
Religion : Hindu
Nationality : Indian
Passport : Available
Languages Known : English, Hindi, and Gujarati.
Hobbies and Interests: Extensive Traveling, Listening Music, Watching Cricket

DECLARATION

I hereby declare that all the information given by me is true.