

JAYESH DHANESH SADHWANI
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Proficient in running successful method-oriented operations and taking initiatives for business excellence through process improvement
Preferred industry: Chemical & Renewable Energy
Preferred location: Ahmedabad, Gujarat

PROFILE SUMMARY

- A competent professional with 5 years of extensive experience in **International Sales & Marketing**.
- Capable of planning, establishing, monitoring and continuously improving the operating targets for processing.
- Expertise in successfully ramping business assignments; while working in close coordination with clients and ensuring effective service deliverables
- Proficient in developing & streamlining sales workflow and process in systems with proven ability to enhance operational effectiveness and meet operational goals within the cost, time & quality parameters
- Garnered buy-in from stakeholders to support major initiatives, while at the same-time, built credibility and delivered on customer confidence
- A strategic planner with proficiency in streamlining media planning, defining continuous improvement processes

SKILL SET

Supply & Distribution
Strategy Planning
Competitor Analysis

International Sales & Marketing
Inventory control
Reporting & Documentation

Client Management
Process Enhancement
Business Development

INTERNATIONAL TRAVELLING EXPOSURE

The Netherlands (Amsterdam)
United Arab Emirates (Dubai)
Greece (Thessaloniki & Athens)

Spain (Valencia & Madrid)
China (Shanghai)

Germany (Munich)
Kenya (Nairobi)

ORGANISATIONAL EXPERIENCE

Since Dec'17 ASTRAL POLY TECHNIK LTD., Ahmadabad (GJ) as Assistant Manager - Export

Key Result Areas:

- Identifying and developing potential clients in International market, generating business and achieving targets.
- Make Business Case, negotiate business terms & conditions
- Responsible to develop the annual marketing plan for the organization.
- Develop and implement sales strategies in line with corporate strategy
- Creating Strategic brand partnerships with distributors and other companies that grew the business and brand awareness as well as the strategic partner's business.
- Interfacing with clients for suggesting the most viable product and cultivating relations for securing repeat business
- Managing Sales operations for products, ensuring accomplishment of set business targets and meeting the ever increasing competition from organized structure.
- Monitoring outstanding payment and follow up with customer for it on weekly basis.

Jul'13 – Nov '17 LUBI Electronics, Ahmadabad (GJ) as Executive – International Marketing

Key Result Areas:

- New Business acquisition, handling the complete sales life-cycle.
- Develop and sustain effective new Business relationships with clients in order to leverage and set up effective commercial deals.
- Develop and manage sales opportunities from beginning to end including qualification.
- Create sales and marketing collateral. Assist in proposals, presentation preparations.
- Market research for selling Solar Modules and Solar Pumps System, Send email campaigns/ newsletters.
- Follow ups [Europe/US/UK/Australia/Latin America/Middle East/South Africa]

June'12 - July'13 Shah Alloys Ltd., Ahmedabad (GJ) as Management Trainee

Key Result Areas:

- Responsible for international product development and to investigate, qualify and develop new markets, both internationally and locally.
- Develop regular forecasts to facilitate the ordering of steel, effective utilization of production capacity and financial reporting requirements.
- To assist in shipping and export documentations required for international shipments as well as customers in export clearance by providing custom declarations for shipment transactions.
- Communicate with sales/ service and other functional areas to resolve customer problems in timely manner.

IT SKILLS

Tools: MS Office 2010
Software: SAP BASIC

PROJECT

Title: GRADUATION PROJECT
Organization: Coca- Cola Company
Duration: **Three month**
Description: Marketing Strategy & Market Analysis.

Title: COMPREHENSIVE STUDY REPORT
Organization: SAL INSTITUTE OF MANAGEMENT
Duration: **Six months**
Description: A Market Survey on “Preference of Consumer” on Branded Salt.

ACADEMIC DETAILS

- **MBA** from Sal Institute of Management (GTU), Ahmedabad in 2012
- **B.B.A. in Marketing** from Som-Lalit institute of Business Administration Ahmadabad in 2009
- **12th** from St. Joseph School, Ahmedabad in 2005
- **10th** from St. Joseph School, Ahmedabad in 2003

PERSONAL DETAILS

Date of Birth: 22th September, 1988
Nationality: Indian
Languages Known: English Hindi and Gujarati, Basic Spanish & German.
Mailing Address: F-15, Nakoda Society, B/H Chnadkheda Railway Station, D Cabin, Sabarmati, Ahmedabad, Gujarat (India) – 382470