

Rahul Barbhaya

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Sales & Marketing, Product Management

Location Preference: Gujarat

Industry: Oil & Gas, Lubricants, Cutting Tools

PROFILE SUMMARY

- Solutions focused and **result oriented** professional offering 4 years of a successful career with diverse roles in:
Business Development Sales & Marketing
Team Working Customer Relationship Management
Training & Development Product Management (P&L)
- Excel in **communication & skills** that have been honed through managing customer relations.
- Expertise in explore the **New Business sources**, and establishing healthy, prolonged and sustainable business relations with clients, thereby ensuring increased market share
- Proven ability in **achieving targets, developing new & profitable product/services** and setting up new business operations in local markets



CORE COMPETENCIES

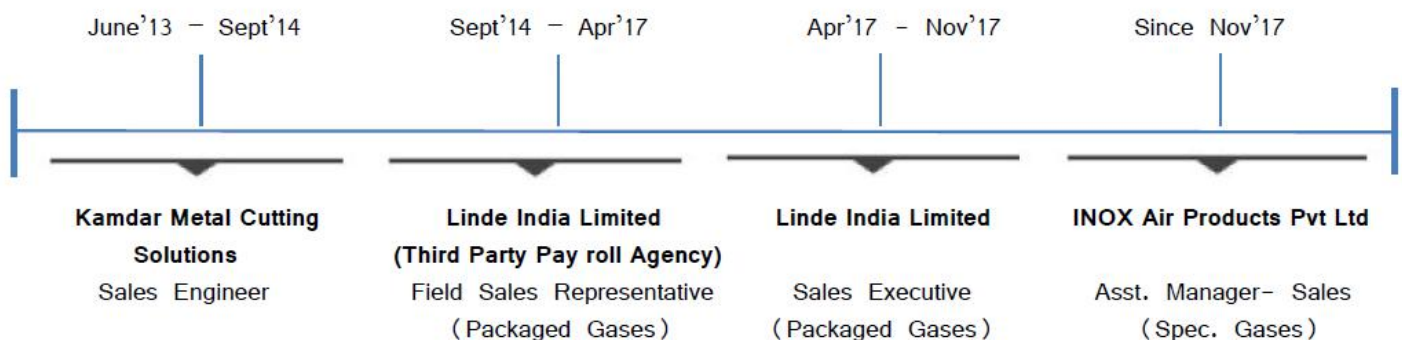
- Developing marketing plans to build and drive volumes; evaluating marketing budgets periodically and ensuring adherence to planned expenses
- Conducting competitor analysis to achieve market share metrics; evolving market segmentation and penetration strategies to achieve targets
- Conceptualizing and executing sales promotion schemes
- Managing functions like Product and Supply planning



ACADEMIC DETAILS

2010	Higher Secondary Education From State Examination Board
2014	Diploma In Mechanical Engineering from Gujarat Technological University
2017	B. Tech in Mechanical Engineering from Karnataka State Open University

ORGANISATIONAL EXPERIENCE



Since Nov'17

Inox Air Products Pvt. Ltd., Assistant Manager
Territory: Gujarat, Madhya Pradesh, Rajasthan



Key Result Areas:

- Heading the whole region for high value gases products like calibration gases, Laser Mixes, Ultra Pure Gases.
- Managing Existing Accounts in and around whole territory.
- Understand customer's demand/ process/ application and depending upon the same suggest different mixes with reference to the guidance production team.
- Drafting & submitting monthly information reports/ presentation to senior management
- Review day by day customer's payment status as well as cylinder count at their unit.

Highlights:

- Base role in building new strength for specialty gases' business in region where there was minimal presence.
- Focused drive for the business growth for the ultimate growth of company for new product range introduction where major players already steadily covered up the market.
- Controlled business line in between direct customers & dealers.

Apr'17 - Nov'17

**Linde India Limited, Field Sales Representative(Sep'14- Apr'17) /
Sales Executive (Ape'17 - Nov'17)**
Territory: Ahmedabad, Jamnagar & Gandhidham



Key Result Areas:

- Working under Zonal Manager with whole team by maintaining proper communication with a reporting Junior Sales Person, Logistics, Accounts & Asset Management Team.
- Managing Existing Accounts around whole Ahmedabad, Rajkot & Jamnagar.
- Key Account management like Reliance Industries Limited (Jamnagar), Tata Motors Ltd (Ahmedabad), Honda Motorcycles (Ahmedabad), JBM Group (Ahmedabad) etc...
- Making new business targets as per company guidelines.
- Drafting & submitting weekly & monthly information reports/ presentation to senior management
- Effectively supporting & developing new agent network for generating indirect opportunities
- Coordinating with various internal teams such as SCM, Project Engineering, Production, CSC, etc. for timely execution of opportunities
- Assisting management for developing new strategies for business potential & supply vs. demand forecasting

Highlights:

- Pivotal role in building new market zone for packaged business in region where there was minimal presence
- Effectively driving the product line for the organization and attaining growth
- Distinction of handling business worth INR 7 CR for the assigned region & ensuring the further growth for the same

June'13-Sept'14

Kamdar Metal Cutting Solutions, Ahmedabad as Sales Engineer
Territory: Ahmedabad

Key Result Areas:

- Position of Sales engineer at the Dealer of Meba India Pvt Ltd, Sterling Abrasives Ltd., Sandvik Coromant Asia & Godrej Storage solutions.
- Business Development for whole Ahmedabad area for Cutting tools, Band-Saw blades, Grinding wheels.
- Contacting different customers & Mainly MNCs for Godrej Storage solutions.
- Day By Day customer Interaction.
- Handling collection for different customers.

Highlights:

- Finding new prospects, discuss for technical gradings for different products.
- After Confirming for product grades, arrange for trials and achieve much profitable business from different prospects.
- Moving towards whole area for upcoming new companies and achieve business opportunity.,
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IT SKILLS

- Conversant with Windows, MS Office & Internet Applications , MIS, SAP

Windows
MS Office
Applications
Internet

PERSONAL DETAILS

Date of Birth: 13th February 1993
Permanent Address: L-45/536, Abhinav apartment-3,
Krishnanagar, Saijpur Bogha,
Ahmedabad-382345
Languages known: Hindi, English & Gujarati