

Hardik Panara

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Objectives:

Seeking a career that encourages continuous learning, creativity, professional growth and provides exposure to new idea.Also work with demanding manufacturing environment.

Academic Qualification:

- Class : CGPA:7.02
Technical : Bachelor of Engineering
Discipline : Mechanical
Year of Passing : 2016
University : Faculty of Engineering SCET, Rajpur, Kadi.
- Class : 60%
Discipline :12th Science
Year of Passing. : 2012
University : Gujarat Higher Secondary Education Board
- Class : 81.38%
Discipline : 10th
Year of Passing. : 2010
University : Gujarat Secondary Education Board

Professional Profile:

- **ORGANIZATION : HARIOM ENIGMECH PVT LTD.(COLIN PUMPS)**
- **COMPANY PROFILE**

Since 1999,HARIOM ENIGMECH PVT LTD.produced various long-lasting andvalue adding products under brand name COLIN keeping in mind the customer's perspective their products are not only long lasting ,so that the performance of the product recovers its value. Company has product range of domestic self- priming, openwell,monoblock and agriculture submersible pumps

- **Position : Marketing Exucutive**
- **Work Period : 11THAug 2016 TO 30THMay 2017**
- **Territory Area : Gujarat**

- **ORGANIZATION : FALCON PUMPS PVT.LTD.**
- **COMPANY PROFILE**

FALCON PUMPS PVT.LTD.is an Engineering driven company in lined with Designing, Manufacturing, Marketing and Export of High Quality PRODUCTS . They have register as brand FALCON PUMPS. All Of Our Products are produced with state of the art manufacturing facility using latest technology and a competent Engineering team to support it.Product range are pump,pipe,cabel,solar system

- **Position : Marketing Executive**
- **Date of employment : 7th April 2017 to present**
- **Territory Area : Ahmedabad ,middle and North Gujarat**

Responsibilities

- Responsible for manage entire sales, Distributions Marketing and Administration task of office & territories. Organizing events at the dealers place to attract more customers.
- Develops a business plan, marketing policy & sales strategy for further expansion of Distribution network and achieving sales goal of the company.
- Appointment of potential dealers/distributors and prepare 'trade & service policy' which can assure optimum market share of all products of the company.
- I should also manage the thorough availability of 'after sales service' of each of company products within territories.
- Looking after core marketing activates, Advertisement, Branding, promotions and participating potential 'trade Exhibitions'.
- Explore the entire Government, semi-Government, corporate and institutional business opportunities by obtaining state wise required registration approval, bulk supplies and Tender business of the concern departments purchasing major stake of company's products Range.
- Organizing events at the dealers place to attract more customers.

Technical Skills:

- MS Word
- Excel
- Knowledge of Production operation
- Marketing software

Core Competencies:

- Organization skills
- Communication skills
- Problem analysis
- Decision-making
- Teamwork
- Adaptability

Training:

- Trained from **WINDSOR MACHINES LTD** at Oct.-2013.
- Trained from **PM SKILL INDIA PROGRAM AT JCARC(ADALAJ)** at July-2016.

Project:

- "**FOUR WHEEL DRIVE OMNI WHEEL**" in Gujarat Technological University.

Strengths:

- Quick learner with good analytical and problem solving skills, motivated to succeed with the desire to tackle challenging problems.
- An energetic and focused team player.
- Strong interpersonal and communication skills with ability to maintain effective working relationships.
- A result-oriented and a practical person willing to work at any hour of the day.

Personal Details:

Gender : Male

Marital status : Married

Languages Known : English, Hindi, Gujarati

Hobbies : Playing Cricket, Listening to music, Traveling

Declaration:

- I hereby declare that all the information furnished above is true to the best of my Knowledge and belief.

(Hardik Panara)

