

# Nimesh Patel

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## Career Objective

To obtain a challenging leadership position in marketing department by applying creative problem solving approach, sales and marketing talent and effectively exploit my management skills with a growing company to achieve optimum utilization of its resources and maximum profits.

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## Skill Set

- ❖ Exceptional Communication Skill
  - ❖ Interpersonal Skill
  - ❖ Influencer abilities
  - ❖ Analytic skills and numeracy
  - ❖ Business Savvy
  - ❖ Stress Management
  - ❖ Key Negotiation Skills
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## Professional Experience

### Manager – Marketing

**Line O Matic Graphic Industries - Ahmedabad**

**Apr 2014 - Present**

- ❖ Controlling sales and marketing activities in designated area
- ❖ Responsible to promote and to sell machines
- ❖ Negotiate the price and conclude the order while ensuring complete sales cycle
- ❖ Timely execution of machines with clearance of technical and commercial aspects
- ❖ Planning for individual tours and also making channel strategy
- ❖ Planning, implementing and evaluating the marketing campaigns
- ❖ Helping branding manager to develop the advertisement, emailer etc.
- ❖ Participate in corporate events to promote the products
- ❖ Participating in exhibitions in India and Abroad
- ❖ Presenting sales forecast and analyzing them on regular basis
- ❖ Helping design team in developing new products by sharing market knowledge
- ❖ Promoted to Manager Marketing from February, 2016

### Asst. Manager - Marketing

**Time Technoplast Ltd - Ahmedabad**

**Aug 2012 - Mar 2014**

- ❖ Responsible to generate new inquiries for Gujarat region except South Gujarat
- ❖ Understand requirement of new customers and suggest best suitable packaging product
- ❖ Ensure successful completion of sales cycles
- ❖ Responsible for post sales service to the clients
- ❖ Handle customer complaints and give proper solution
- ❖ Competitor analysis
- ❖ Sales analysis on monthly basis
- ❖ Added 25 new customers
- ❖ Increase the sales of industrial barrels by 30%

**Asst. Manager - Marketing**  
**Yogeshwar Polymers - Ahmedabad**

**Feb 2010 - Jul 2012**

- ❖ Generate new leads and converting them in order
- ❖ Negotiate the price and decide the payment terms for domestic and international customers
- ❖ Visit the customers for new or repeat orders
- ❖ Regular sales analysis
- ❖ In addition, invite the vendors to negotiate the price of raw material
- ❖ In addition, responsible to give production planning to production department
- ❖ Co-ordination with logistics to ensure proper dispatch
- ❖ Achieving sales growth of 10% in domestic market and 18% in export market
- ❖ Added 8 new customers in 5 different countries

**Executive - Marketing**  
**Mehta Cad Cam System Pvt. Ltd. – Ahmedabad**

**Jul 2008 - Jan 2010**

- ❖ To sell laser engraving machines and flatbed printers
- ❖ Give machine demonstration to the clients
- ❖ To participate in the exhibitions
- ❖ Responsible for taking report of all branches
- ❖ Prepare sales quotations
- ❖ Responsible for the touring all over India
- ❖ Sold 32 laser machines and 9 flatbed printers

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**Educational Qualification**

- ❖ MBA from ICFAI National College, ICFAI University with 6.52 CGPA in Feb 2008
- ❖ B.Com from DCM Arts and Commerce College, Gujarat University with 70.77% in March 2006
- ❖ HSC from Sharada Higher Secondary School, Ahmedabad with 58% in Mar 2003

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**Personal Details:**

**Address** : D – 206, Akash Residency, R.C. Technical Road,  
Ghatlodia, Ahmedabad, Gujarat

**Marital Status** : Married

**Date of Birth** : 11<sup>th</sup> March 1985

**Contact #** : 0091 – 97258 17737

**E – Mail** : nimeshpatel\_113@yahoo.co.in

I hope that my education, experience and other details provided above matches to your expectation and requirement.

I would be looking forward to a positive call for personal meeting to show my abilities.

Thanking You



Nimesh Patel