

Curriculum Vitae



15 Aarohi Homes,
B/H Bopal 444, 200 FT Ring Road,
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jaminpatel@gmail.com

JAIMIN PATEL

Position Applied for Senior Sales & Purchase Engineer

OBJECTIVE - To secure an appropriate position, this will provide growth opportunities with effective utilization of my skills and experiences also the opportunity to learn more in professional atmosphere.

SKILLS & ABILITIES - Computer Skill

Internet Application

Accounting software: Tally ERP 9

EXPERIENCE

- IRIS AUTOMATION PVT. LTD, AHMEDABAD
Authorized Dealer of Rittal & different type of Panel Manufacturer 01/03/2012 to 01/10/2014
Sales and Purchase Engineer
- H P AUTOMATION & CONTROLS PVT LTD, AHMEDABAD
Authorized Dealer of Schneider system integrator 01/12/2014 to 07/04/2018
Sales and Purchase Engineer
- INGENIUM ELECTRONICS PVT LTD.
Residential Sales Engineer. 10/04/2018 to 31/10/2018
- ANGEL INDIA CAD CAM PVT LTD
Sales Engineer. 07/11/2018 to Till Date.

ROLES & RESPONSIBILITIES

SALES

- Responsible for assigned sales targets (monthly, quarterly and annually)
- Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of return on investment, sales support and sales.
- Follow up for stuck payment.
- Develop new sample for client as per requirement.
- Maintain good relation with client.
- Vendor development activities.
- Support engineering in new product development process which includes order processing until pilot production.
- Getting quotations & Samples, costing and finalization.

Purchase

- Maintaining AD stock as per norms, Document collection, Provide daily updated data to AD., Promoting the Brands & Encouraging the Sales through various.
- Updating all records and documents (Hard copy as well as Soft copy), Purchasing and maintaining stocks, Data Analysis, Updating accounts, Compiling MIS reports, networking with different stake Holders and organization.
- Getting order through buying house and export house.
- Proper execution of order and dispatch it on time.
- Inventory management.
- Cost Saving initiatives through alternate sourcing, negotiation and Preparation of Purchase Requests & Purchase Orders.
- Purchase of All products As per BOM (Bills of material).
- Negotiation with vendor for better price, delivery & payment terms.
- Co-ordination with internal department from the receipt of materials till the dispatch.
- Supplier base management / rationalization.
- Having Knowledge of Rittal Enclosure, VFD, Servo Drive & motors, SCADA, HMI and all Schneider switchgear & all instruments basics knowledge like valves, pressure Transmitter, RTD, router, Transformer, braking resistor, Encoder, SSR, heat sink and etc.
- Having knowledge of all types of material which is require manufacturing control panel Like Cables, wires, terminals, hooter, fan and filter, cooling units, illumination lights, push button, indicating lamps, selector switch.

ACHIEVEMENT

- Getting single order of cooling units which is value of 1.45 Crore only in starting phase of as a sales engineer.
- Creating Purchase Order more than 30 per day in IRIS Automation.
- I modify Enclosure as per customer requirement and taken order of 10 Enclosure with same specification.

STRENGTH

- Positive thinking
- Hard Working
- Quick Learning
- Result Oriented
- Flexibility & Adaptability

PERSONAL PROFILE - Name: Jaimin Patel

Date of Birth: 06 February 1989

Languages: Gujarati, Hindi, English

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EDUCATION

- SHRADDHA VIDYA MANDIR, AHMEDABAD
SSC (GSEB) with score of 65.71%
- SHRADDHA VIDYA MANDIR, AHMEDABAD
HSC (GHSEB) with score of 50.4%
- ATMIYA COLLAGE OF INSTITUTE, RAJKOT
B.E. (IC Engineering) (Saurashtra University) with score of 55.51%

REFERENCE CONTACT

Swargesh Patel: Senior Sales Engineer IRIS Automation

Contact No: 9825678943

Current Salary - 3.85 Lac per Annum + Incentive & Bonus