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| **Hitesh D. Barot**  Mobile : +91 8000663464 Email : [hitbarot03@gmail.com](mailto:hitbarot03@gmail.com) | C-205, Takshashila Mahadev Green App.,  Near Pavitra Kunj society, C.T.M cross road,  Ahmedabad Gujarat 380026. INDIA |

**Carrier Goal:**

To lead a team, capable to execute and initiate technological breakthroughs in automation and control systems by optimizing market potential, and achieve customer satisfaction with innovative solutions and excellent service

**Academic Background :**

* Achieved bachelor’s degree in **Electronics and Communication** engineering from the Alpha college of Engineering & Technology, Ahmedabad (Gujarat, INDIA) in the year 2014.
* Achieved Schooling from J.L. Highschool, Ahmedabad (Gujarat, INDIA) in the year 2010.

**Computer Programming Skills :**

* Working Knowledge in MS office, Windows’ XP Professional and skills of doing e marketing.

**Professional Excellence Summary**

* More than 3 years Systematic knowledge in the Sales & services application experience related to Electronics Automation Products Servo **Motor, Stepper Motor, AC Motor, DC Motor ,AC Drive ,PLC ,HMI ,Motion Controller, Servo Drive, Rotary Actuator, Linear Motor Encoder, Sensors, Process Instruments products and Gear Boxes**.
* Analyze competitive product offerings in terms of features and benefits as well as price points. Strong and comprehensive understanding of multi-product, solution selling and a willingness to travel.
* I having good exposure with following OEM industries like Cranes, Machine Tool, Plastic Industries, Packaging , Pharmaceutical, Printing, Plastic, Textile Elevator ,Robotics , Ceramic Medical & Laboratory Equipment and Material Handling Equipment,Diomaond Processing Machine, Automotive, Defense ,Food and Beverages and Trunkey Project etc.

**Experience Background:**

* Presently working with Pima Controls Pvt. Ltd. As a Sales Engineer in Ahmedabad Region.

1. **Company : Pima Controls Pvt. Ltd.**

**Period :** Jan 2017 to Till Date

**Designation :** Sales Engineer for Ahmedabad Region. (Also Looking both Gujarat and Rajasthan Region In Posital Fraba Product)



**Company Profile:**

**Pima Controls** is Leading Distributor of Automation Products in Ahmedabad, Deals in PLC, Sensors, SCADA, HMI, Drives, Servo, Sensors, Filed devices, Controls Panels. They are Authorized Distributor of **Rockwell Automation** for Gujarat and Rajasthan Region.

**Responsibilities:**

* In Pima, my role started as a Sales And Application Engineer for Posital Fraba Products. Also I am Working as Key Account Manager for Some Top OEM’s and Other Regional Area development.
* Analyzing latest marketing trends and Tracking competitors’ activities
* Providing valuable inputs for fine tuning sales & marketing strategies Maintain a long-term relationship with the clients. I was taking care for direct / indirect sales for OEM and SI.
* Managing and monitoring sales activities in the assigned area and Support to other sales engineer in their technical and commercial difficulty.
* As team player responsible to achieve overall sales targets in my Region and individual sales targets.
* Direct Report to Asia Head of Posital Fraba And Rockwell India Team.
* Strategic approach and Action Plan to achieve steady and substantial growth in sales volume.

1. **Company : Arena Automation**

**Period :** Feb 2015 to Jan 2017

**Designation :** Sales Engineer

**Company Profile:**

**Arena Automation** is Trader and Automation solution Provider in Ahmedabad. Mostly works in Pharma, Textile, Packaging OEMS and End Users. They are also import AC Drives from China with the name of EACN.

**Responsibilities:**

* Handling Local OEMs and End users of Ahmedabad Region.
* Direct Report to Sales Manager and Product Manager.
* Support to KEY account and Increase Key account Business.
* Customer conversion / new application development with the help of Marketing team and Application Team.
* Collect and maintain competitive information to present complete market evaluation for specific products.
* Maintain pricing information on choice products.

**Personal Details:**

Date of Birth : 14/12/1992 Nationality : Indian Marital Status : Married Languages Known : English, Gujarati, Hindi Religion : Hindu Category : General

**Declaration:**

I hereby declare that the above-mentioned information is true to the best of my knowledge.

**Barot Hitesh D.**

**Place: Ahmadabad**