Hardik M. Panchal

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| Objective | I am looking for a stimulating position in an energetic and supportive team where I can continue to make strategic growth in international trade or import & exports. | |
| Summary of Qualifications | Export Marketing Manager with 5 years of Procurement & Export Marketing and Business Development experience, and 2 years of management experience.   * Especially skilled at Negotiation, Communication * Knowledge of Product Development, Procurement, Branding, OEM. * Expertise in Purchase, Marketing, Business Development, Trade. | |
| Experience | **Knack Polymers,** Ahmadabad, 2015 to March 2016  **Export Marketing Manager**   * Admin support, Online Marketing through various platforms, B2B marketing, * Corporate Communication, Negotiation, Sales & Purchase agreements, * Export to client’s location, Preparing documents, LC opening & negotiating   **Vintron Infotech ( VLCP.Ltd)** ,Ahmadabad / South Africa 2012 to 2014  **Business Development Manager**   * Product Development, Branding, Promotion, Procurement, Export, Import * Export Marketing,Liasoning & Commissioning with respective agencies for product registration within India and Africa. Traveling & Liasoning between India and African ventures, Production and shipment planning & payment collection.   **Vitale Beverages ( VLCP.Ltd)**, Ahmadabad,  **Business Development Manager** 2009 to 2011   * Digital Marketing, Brand Promotion on social media and events. * Export Marketing, Lead generation, preparing the quotations, Follow ups with customers and creating new customers, Finalize the Sales. * Developed distributors in BRICS Nations. | |
| Education | **Adv.Diploma in Business Management** AEC Collage Pte Ltd, Singapore July 2012  Major in Management  **Bachelor of Arts**, Gujarat University, Ahmadabad May 2010  Major in English & Psychology | |
| Computer Skills | * MS Excel, Word, PowerPoint * Firefox , Internet Explorer | * Windows, Linux, |
| Languages | English: Fluent  **French**: Basic | |
| CeRTIFICATESInterests | Import-Export, English, Diploma in EU Public Procurement, Supply Chain Management, French DELF A1.  Computer, Travelling, Music, Socialization | |
| References | Available upon request | |