**RESUME**

**Paresh Parmanand Khanchandani**

Address: 43, Neelkanth Homes, Nr Sudama Homes, Nana Chiloda - 382330

Mobile: +91 9726633778

Email: paresh.khanchandani@gmail.com

**Career Objective:** To achieve proficiency in the field of Sales keeping in view Personal Growth, Employer’s Objective & Customer Satisfaction.

***What People say about me?***

Paresh comes from an unconventional background. He has a great ability to connect with people and is an achiever. His attitude of persistence has paid off well, making him an effective and authentic business head based on his own work-life experience. ~ **Rahul Barjatya NSM, Goodyear Tyre & Rubber Company**

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Paresh - Has a remarkable quality of being committed to the cause without much ado.

In a fairly long association at work place I noticed that he was easily one of the most liked people on the operation. I have been also a witness to his ingenuity and remarkable work. Endearing and pleasant persona leads to the most reluctant of colleagues to go along what he wants done. ~ **Ankur Chauhan, ASM (ExxonMobil Lubricants)**

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I have observed that Paresh is a person full of energy and enthusiasm and a real out of box thinker Paresh has always been creative in approaching challenges and looking for solutions to them. **~ Bhavik Shah, Owner, P.D Enterprise**

An accomplished professional with a career dedicated to sales, operations management,

Leadership and culinary expertise within the Automobile industry, Known throughout the

Industry for a strong passion, exemplary work ethic, high energy and logical decision

Making all leading to proven successes

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| ***Core competencies include*** | |
| Sales & Marketing | Corporate Sales |
| Business Development | Motivational Team Leadership |
| Digital Marketing | Integrated Inventory Control |
| Strategic Planning | Promotions & Up-selling |
| Channel Sales | Budgeting / Profit & Loss Management |
| Customer Service | Training |
| Team Management | Safety and Security |

**Functional Expertise:**

* **BM Tyres (Dist. of Goodyear Tires 4S Channel)**

Key customer development, Dealer network management,

Demand Generation and Product Promotion

* **P D Enterprise (Dist. Of ExxonMobil Lubricants)**

Lubricants and Specialty, Dealer Development (Channel Sales),

Training to Service Advisors, Key customer development

* **Times Internet Limited (www.tenders.indiatimes.com)**

Direct and Channel Sales, Handling key accounts, corporate sales, cold calling

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| **S.N** | **EMPLOYER** | **DESIGNATION** | **DURATION** | **REPORTING TO** |
| 1 | BM Tyres | Business Head | March 2017 - Till Date | Partner |
| 2 | PD Enterprise | Business Manager | May 2010 - March 2017 | Owner |
| 3 | Times Internet Limited | Business Development Manager | July 2008 - May 2010 | Vice President |
| Business Development Executive | Branch Head |
| 4 | Spy Infoline Pvt. Ltd | Team Leader | June 2006 - July 2008 | Director |
| 5 | Etech Inc. | Voice Agent | Jan 2005 - June 2006 | Team Leader |
| 6 | Malaysia Airlines | Ground Staff | March 2004 - June 2005 | Duty Manager |

**Educational Qualification:**

***What People say about me?***

Paresh is a pleasure to work with. He is not only intelligent and capable, but also very personable. He always definitely had the respect of his clients and co-workers. Paresh and I have been able to work together; it's always a positive experience. ~ **Shameer Nalli, Manager Meditab Software**

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There is a lot that I can write about Paresh, but I will brief it as he works like king and takes decision accordingly. He manages the team at its best and makes sure to lead on right track with it. He is great as an employee, senior, path driver and of course as friend. Thank you for everything Paresh. ~ **Nicky Peshwani, Vice President - Global Carrier Business at Bankai Group**

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Paresh is an amazing team leader with a zest for life which is truly contagious.

A true leader, Paresh is apt at achieving organizational goals while keeping the motivation level of employees considerably high!

Paresh is an asset for any company he works for. All thumbs up for Paresh!!

**Vivek K Ramchandani, Partner BM Tyres / BM Autolink Pvt. Ltd**

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| MBA – Marketing | 2007 |
| **Indian Management Academy** | |
| Business Administration | 2005 |
| **Indian Management Academy** | |
| XII – Commerce | 2002 |
| **Sadhu Vaswani English Medium School** | |
| X | 2000 |
| **Sadhu Vaswani English Medium School** | |
| Diploma In Hospitality & Aviation | 2005 |
| **Frankfinn Institute of Air Hostess Training** | |
| Master's in Digital Marketing | 2019 |
| **Brand Veda** | |

**Training:**

1. Distributor Entry Level Training – Conducted by Mr. Raju Venugopal & Mr. Dipak Miglani: Basics of Lubricants, Fundamentals of lubricants, Benefits of synthetics, Gear Oils, Viscosity of oil.
2. Soft Skill trainings at Exxon Mobil – Conducted by Mr. Sachin Nalvade & Mr. Dinesh Gupta: Situational Sales Negotiations, Presenting with impact, Collaborative influence, benefit selling.
3. Expressive Art Therapy – Conducted by Ms. Komal Mishra: encourages the unfolding unconscious, nurture deep personal growth and transformation, emotional growth and healing.

**Personal Information:**

**Date of birth:** February 25th 1985

**Marital Status:** Married to my beautiful wife Jia since 2008

**Children:** 2 son’s Ayan – 8 Years and Arth 1.3 Years.

**Computer knowledge:** Can use Microsoft office surf the net and of course chat.

**Hobbies:** Books and eBooks by management gurus, listening to music.

**I am most excited by:** The challenges of my chosen profession

**I dislike the most:** Hypocrites, liars and insincere people

**I like the most:** Honest, truthful and hardworking people

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| **Language Know** | **Speak** | **Read** | **Write** |
| English | Yes | Yes | Yes |
| Gujarati | Yes | Yes | Yes |
| Hindi | Yes | Yes | Yes |
| Sindhi | Yes |  |  |

**Work Experience Summary:**

**# Current First**

* **BM Tyres (Authorise Distributors for Goodyear Tires – 4S & Fleet Channel)**

**Designation: Business Head – From March 2017 to till date**.

1. Responsible of tire sales through Franchisee Car dealerships Network in Gujarat with Annual Business Turnover of INR 70 crores/Annum
2. To work closely with dealer principal/Gm’s/Wm’s/Sa’s in the assigned territory to achieve assigned targets
3. Marketing activity e.g. Implementing Marketing campaign, conducting presentation at customer place as well for cluster of customers
4. Looking after competitor activities, official visits, change in pricing policies, product performance etc.
5. Routine follow up with prospective customer and respond to their contract and review activities
6. Supply Chain Management – Stock Planning, Indent, Distribution
7. Delivering Training Programs to ensure the right CVP is presented to Dealerships and end customers.

* **PD Enterprise (Authorise Distributors for ExxonMobil Lubricants)**

**Designation: Business Manager – From May 2010 to March 2017.**

1. Ensure primary and secondary sales delivery through multi brand car workshops and Franchisee Car dealerships
2. BTL Marketing, Promotions and Design Secondary Schemes
3. Help in on board sales team product training sales coaching and implementing system and Processes
4. Provide Sales Support by visiting multi brand car workshops and Franchisee Car dealership/key accounts and by engaging all functions in ExxonMobil that could help at delivering customer promise
5. Review & reporting of 8 team members (Field sales executive)

* **Times Internet Limited (www.tenders.indiatimes.com)**

**Designation: Business Development Manager – From July 2008 to May 2010.**

1. Regular interaction with the clients to understand their requirements and delivering accordingly
2. Identified prospective clients, generating business thru them and thereby achieving the targets by increasing business growth.
3. Kept track of various reports and forwarding the same to the management on daily/need basis
4. Communicate with clients and bring repeat business. Ensure superior customer service levels and high customer satisfaction and grow cordial relationships with clients.

* **Spy Infoline Pvt. Ltd (Mortgage Lead Generation BPO For UK)**

**Designation: Team Leader – From June 2006 to July 2008.**

1. Responsible for overall team performance & training them on various sales skills, soft skills, etc.
2. Ensured that the team achieved the quality and revenue goals set by the company and clients
3. Regular Interaction with the business partners and clients for their specific requirements related to the processes and campaigns
4. Preparing performance reports
5. Training the new recruits, training new and old employees on soft skills.
6. Involving in call monitoring, coaching and giving feedback to team members to deliver defined customer experience in every call.

* **Etech Inc. (AT&T Bellsouth BPO For USA)**

**Designation: Team Member (Voice Agent) – From Jan 2005 to June 2006.**

1. Selling products like Long distance plan, DSL, ADSL, Bundle Packs by telemarketing to B2C clients
2. Similarly for all the B2B clients interacted with top level decision makers and convinced them for buying the products of our clients for their businesses.

* **Malaysia Airlines**

**Designation: Airport Ground Staff – From March 2004 to Jan 2005.**

1. Handling all airport functions like ticketing, check-in counters, boarding gate, BMA, ramp, handling guest queries.
2. Handling irate guests and solving their inconveniences in accordance with airline policies.
3. Taking care of catering security. Preparing and maintaining security documents and files.

**# References available on request**