**Bhavin .B. Darji**

B-202, Keshav Apts., Kiran Park, Bhimjiura Road, New Wadaj,

Ahmedabad - 380013.

**Objective:**

Managerial position in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm. Build a strong distribution network for achieving greater market development by fulfilling the following underlying functions:

* Leading sales teams to achieve sales objectives.
* Identifying potential customers in the market.
* Comparing products and their substitutes based on a range of criteria.

**Educational Qualification:**

**2002-2004:** Masters in Business Administration **[MBA]** with **Marketing** from Khandesh Society’s Education Institute of Management & Research at Jalgaon, North Maharashtra, India.

**1998-2001:** Bachelor in Business Administration **[BBA]** from G.L.S. Institute for Business Administration, Opp. Law garden, Ellis-bridge, Ahmedabad - 380009, Gujarat, India.

**1997-1998:** H.S.C Gujarat Secondary Board, Gandhinagar. Passed with Distinction.

**1995-1996:** S.S.C: Gujarat Secondary Board, Gandhinagar, Passed with Distinction.

**Professional Experience:**

**P G INDUSTRY LTD (MARBLE CITY) (SEPTEMBER 2019 TO TILL DATE)**

* Joined Marble City as a Business Development Manager – Marketing.

* Areas of Operation are Ahmedabad, Baroda and Rajkot.
* Handling team of 2 persons.
* Dealing with Architects and Interiors, Builders, PMC, Contractors.
* Scheduling meeting with Architects and Interiors and Builders and PMC for business generation and discussion about their existing project and upcoming projects. Need to identify their needs and act according to satisfy their needs.

**KEY ACHIEVEMENTS:**

* Appointed 1 stockiest in Ahmedabad and sold 6000 sqft Neolith Sintered Stone.

**KICH ARCHITECURAL PRODUCTS PVT LTD (JULY 2019 TO AUG 2019)**

**JOINED COMPANY AS ASST. SALES MANAGER**

**LOCATION – AHMEDABAD.**

**A CLASS MARBLE INDIA PVT LTD (OCTOBER 2017 TO JUNE 2019)**

* Joined A Class Marble as an Area Manager – Marketing.

* Areas of Operation are Ahmedabad, Baroda, Surat and Rajkot.
* Handling team of 4 Senior Executives.
* Dealing with Architects and Interiors, Builders, PMC, Contractors.
* Scheduling meeting with Architects and Interiors and Builders and PMC for business generation and discussion about their existing project and upcoming projects. Need to identify their needs and act according to satisfy their needs.

**KEY ACHIEVEMENTS:**

* PROJECTS COMPLETED:- HOTEL HILLOCK, ADANI, INFAB INFRASTRUCTURE OWNER, GCCI- MR RAKESH SHAH, ADANI, SHREE SIDDHI DEVELOPERS, SACHIN INDUSTRIES, AMNEAL PHARMACEUTICALS, ETC..
* Target achievement done for the year 2018-2019 in the month of January.
* 2018-2019 year business in qty is 2,30,000 sqft.

**GREEN HOUSE ENTERPRISE (APRIL 2013 TO SEPTEMBER 2017)**

* Handling Interior Products like Wooden Flooring, Upvc & Aluminium Window, Cladding & Decking Department.
* Planning, Organizing and Managing Events.
* Booking meeting with Architects and Interior Designers to promote our products.
* Used to establishing Architect, Interior Designer, Builder networks.
* Ability to travel plus work remotely and independently.
* Proficiency in all areas of customer service including promoting products and services to new and existing customers, customer satisfaction and retention practices, sales presentation, and troubleshooting.
* Dealing with enquiries and quotations requests.
* Excellent follow-up with customers after the sale to ensure product and service satisfaction.
* Generating new leads from Architects and from Client references.
* Preparation of presentation of new products launched and presenting to Architects and Clients.
* Collecting information of competitors from the market and spreading awareness to the client about our products and quality.

**Key Achievements:**

* Booked 3 orders of new high segment Aluminum window launched in the market.
* Achieved sales targets every year.
* Achieved highest target ever of Rs. 1.5 Crore in the year 2014.

**MISTRY ASSOCIATES (JANUARY 2009 TO MARCH 2013)**

**PERSONAL ASSISTANT & OFFICE ADMIN:**

* Reading, monitoring and responding to the principal's email.
* Answering calls and handling queries.
* Preparing correspondence on the Director’s behalf.
* Liaising with Staff, Clients etc.
* Booking Meetings.
* Organizing travel and preparing complex travel itineraries.
* Attend meeting on Director’s behalf, if required.
* Planning, Organizing and Managing events.
* Attending Events/Meetings as the Director’s Representative.
* Site Supervision for Windows and Wooden flooring when needed.
* Preparing Presentations.
* Preparing papers for meetings by consulting all departments.
* Managing and Reviewing filing and Office Systems.
* Typing Documents.
* Sourcing and Ordering Stationery and Office Equipment.

**KANSAI NEROLAC PAINTS LTD (JULY 2005 TO DECEMBER 2008)**

**Territory Sales Supervisor:**

* Assisted in implementation of company marketing plans as needed.
* Prepared promotional strategies to maximize company’s profit.
* Developed annual business plans with company executives.
* Motivated customers and dealers by demonstrating the products well.
* Responded to inquiries and trade suggestions.
* Complete understanding of pricing and proposal models.
* Handling Banaskantha Territory and Head quarter was Patan and was handling 19 villages in that territory.
* Designing schemes for color contractors to attract to use our products on construction sites.
* Responsible for collection of payments from Dealers and also make them aware about company schemes where they stand after every month.
* Meeting with Architects and Color contractors for building good relations with them which leads to more sales.

**Key Achievement:**

* Appointed highest new dealers in particular territory.
* Organized Architects and Contractor’s meeting in Patan.
* Designed new Schemes for Contractors for getting more business.

**TRAINING UNDERTAKEN:**

* Participated in training at “NIS SPARTA SCHOOL OF FMCG EXCELLENCE” for “HINDUSTAN LEVER LTD.”
* Taken training at “ZYDUS CADILA HEALTHCARE LTD” from 1st MAY 2003 to 30th JUNE 2003 while pursuing MBA.

**RESEARCH AND DOCUMENTATION:**

Prepared Research Reports of the following industries while pursuing B.B.A.

* The Bharat Vijaya Mills Ltd.
* Uttam Dairy.
* On Ice-Cream Industries.
* Havmor Foods Pvt Ltd.

**CORE COMPETENCIES:**

* Familiarity with all aspects of supplier relationship management.
* Ability to cope with dynamic market conditions and develop sales strategy accordingly.
* Ability to work in high-stress environments and to make complex decisions regarding pricing.
* Extensive knowledge of sales and marketing strategies.

**KEY SKILLS**

* Excellent written and verbal communication skills including formal presentation skills.
* Persuasiveness, Adaptability & Innovation.
* Judgment and Decision-making.
* Collaboration.

**PERSONAL DETAILS:**

* **NAME:** BHAVIN BHIKHABHAI DARJI.
* **DATE OF BIRTH:** 26TH APRIL 1981.
* **GENDER:** MALE.
* **ADDRESS:-** B-202, KESHAV APTS, KIRAN PARK, BHIMJIPURA CHAR RASTA, NEW WADAJ, AHMEDABAD-13.
* **MARITAL STATUS:** MARRIED.
* **NATIONALITY:** INDIAN.
* **EMAIL:** [darji\_bhavin@yahoo.co.in](mailto:darji_bhavin@yahoo.co.in)
* **MY CONTACT NO:** 09725299699.
* **COMPUTER LITERACY:** MS-WORD, MS-EXCEL, MS-POWER POINT, INTERNET.
* **MY ASSETS:** SINCERE, HARD WORKING, PUNCTUAL AND INTEREST IN LEARNING NEW TECHNOLOGIES & DEVELOPMENTS.
* **EXTRA ACTIVITIES:** MEMBER OF COLLEGE CRICKET TEAM & VOLLEYBALL TEAM.
* PARTICIPATED IN INTER COLLEGE YOUTH FESTIVAL PROGRAM AS A SINGER.