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| **Nirav N. Koladiya** | |
| **E-mail:**  [*nirav.koladiya@gmail.com*](mailto:nirav.koladiya@gmail.com)  **Contact No.:**  + 91 99745 66260  + 91 99137 44333  **Address:**  C-1204, reflection by  Pacifica, Vaisnodevi Circle,  S G High Way,  Ahmedabad - 382421  **Core Competrencies**  Strategic Planning  Business Development  Team Management  Channel Sales  Institutional Selling  New Set ups  Logistics  Performance Monitoring  Fund Management  **Extra - Curricular Activities:**  Attended 2 **N.S.S. camps** at Kasor (Bhalej) and Kasor (Sojitra) in the year 2003 and 2004 respectively.  **Projects Undertaken:**   * Target Marketing * Current Growth in E-Business   **Personal Information:**  **Date of Birth:**  12th Feb., 1985.  **Languages Known :**  English, Hindiand Gujarati  **Hobbies :**  Traveling and Singing  **Strengths :**  Leadership and Adaptable  **Reference:**  **Mr. Ashish Bodhankar**  B.D.E  Hindustan Uniliver ltd  M: +919909983339  A`bad  **Mr. Dharmesh Patel**  Cluster Head,  Reliance Money  Baroda – 390 015  M.: + 91 93270 10039    **Nirav N. Koladiya**  **----------------------** | **Career Objective**  To be a benchmark for the personnel in an organization with intense hard work and effective utilization of own potential.  **Educational Qualification**   |  |  |  |  | | --- | --- | --- | --- | | **Degree** | **University / Board** | **Class** | **Year of Passing** | | M.B.A. | ICFAI | 5.89 CGPA | 2006-08 | | T.Y.B.Com. | B.J.V.M. College - S.P.University | Second | 2004-05 | | H.S.C. | B.H. High School - G.S.E.B. | Second | 2001-02 | | S.S.C. | K. O. Shah High School - G.S.E.B. | Second | 1999-00 |   **Additional Qualification**   |  |  |  |  | | --- | --- | --- | --- | | **Certificate / Course** | **Institute / University** | **Class** | **Duration** | | Export & Import Management | M. S. University | First | 6 Months | | Financial Management | M. S. University | First | 1 Year | | Tally 7.2 | Tally Academy | First | 3 Months |   **Work Experience**    **Company : ROCA BATHROOM PRO PVT LTD(Gujarat)**  **Duration** **:** SEP 2021 to till date  **Designation : CSM (STATE HEAD)**  **Work Profile :**   * Responsible for handle Retail + Project team (existing channel sales, Handling dealers’ network, projects and more focus on primary business) * Responsible for handle Team of 4 on role employee and 6 offrole emp, through them focus on secondary business * Developing long term partnership with Distributor and key Builders * Handling key retailer and focus on secondary business,   **Achievements** **at ROCA BATHROOM :**   * **Making Gujarat NO.1 state in 7 month in ROCA** * All team member on **100% achievement** in all major month, * Highest Incentive earn in all month(in all criteria) * All gujarat team is on highest level incentive earning every month * Make total new secure pipeline of 45 cr in 1year * Introduce ROCA in ALL MAJOR KEY GROUP in Gujarat * Final 7 new showroom in 7 month * Add 38 new architect in 1 year * Making history in 5 month out of 12,Set All time high record 5 times, * Done highest sale record in india (ever highest in india)   **Company : CERA SANITARYWARE LTD (South Gujarat)**  **Duration** **:** May 2017 to Sep 2021  **Designation : DY Manager**  **Work Profile :**   * Responsible for handle existing channel sales, Handling dealers’ network and more focus on primary business. * Responsible for handle Team of 5 on role employee including one team leader through them focus on secondary business * Developing long term partnership with Distributor and key Builders * Handling key retailer and focus on secondary business,   **Achievements** **at CERA SANITARYWARE :**   * Make total new secure pipeline of **54 cr** in 3year * Introduce Cera in **Rajhans, Sangini , Kiran group, Shaligram** , * In Gujarat only south Gujarat area is contributing 60% share of faucet from his total sale, * In 2019-20 we are only branch in Gujarat who is in growth * In History of Cera we cross Figure of **2.95 cr in Single month**, * Successfully Introduced company products to 5 new markets with 18 new Dealer. * Open **3 new Retail gallery** in South Gujarat Area, 3More in line * In just short time now I contribute 20% in total Gujarat sale. * Crake 5 new Agency who have potential of more then 4cr * Secure **Biggest PO in history** of south Gujarat, 3.5 cr po of kiran homes,   **Company : JAQUAR GROUP** (Ahmedabad)  **Duration** **:** Feb 2015 to May 2017  **Designation :ASM**  **Work Profile :**   * Responsible for handle existing channel sales, Handling dealers’ network and more focus on primary business. * Responsible for handle Team of 2 employee, * Developing long term partnership with Distributor and key Builders   **Achievements** **at JAQUAR GROUP :**   * 1ST time I introduce Jaquar in to International hotel chain **HILTON** * Successfully Introduced company’s new products to 23 new Builder with 4 new Range(Shower enclosure, hot water solution,sanitary,artize) * In just short time now **I contribute 40% in total Ahmadabad** north gujarat sale. * Make total new secure pipeline of 65cr in 24 month   **Company : AEGIS GAS LTD (Shell Gas)** (surat)  **Duration** **:** Dec 12 to Till Feb 15  **Designation : Territory Sales Manager**  **Work Profile :**   * Developing long term partnership with Distributor and key Agency * Handling & Manage Gas Pump Station and Credit outstanding within the agreed limits. * Responsible for handle existing channel sales, Handling Agency network, LPG Gas Pump and more focus on primary business. * Developing long term partnership with **INDUSTRIAL** clients * Plan and execute the BTL sales promotion and marketing activities through and along with the channel. * Responsible for handle Team of 6 Sales Officer.   **Achievements** **at Aegis india :**   * Successfully Introduced company products to 5 new markets with 5 new Distributor. * In just short time now I contribute 38% in total Gujarat sale. * Crake 5 new Agency who have potential of more then **40tn**   **Company : AKZONOBLE INDIA LTD** (vadoadara)  **Duration** **:** March`10 to Dec`12  **Designation : Sales Officer**  **Work Profile :**   * Developing long term partnership with Dealer and key retailers * Responsible for handle existing channel sales, Handling dealers’ network and more focus on primary business. * Developing long term partnership with **INSTITUSIONAL** clients * Formulating Strategies and reaching out to the unexplored market segment/customer group for business expansion, * Managing stock levels and making key decisions about stock control at distributors point. * And also responsible for handling Service and account department   **Achievements** **at Akzonobel india :**   * Top Performer in selling of Exterior Paint in all over WEST region. * Successfully Introduced company products to 8 new markets with 14new dealer. * In just short time now I contribute 65% in total depot sale. * Crake 7 new dealer who have potential of more then **80lk**   **Company : HINDUSTAN UNILIVER.**(offrole)(Ahmedabad)  **Duration** **:** March`09 to March`10  **Designation : Zonal Sales Officer**  **Work Profile :**Developing long term partnership with distributors and key retailers   * Responsible for handle existing channel sales, Handling dealers’ network and more focus on primary business. * Formulating Strategies and reaching out to the unexplored market segment/customer group for business expansion, * Responsible for handle Team of 24 employee including one team leader and two group leader and through them focus on secondary business   **Company :** **RELIANCE CAPITAL – (Anand/Baroda)**  **Duration** **:** March ‘08 to Dec`09.  **Work Profile :**   * Responsible for handle existing dealer and try to generate new dealer network and franchise(front line retail distribution). * Responsible for Sales of Mutual Funds and Portfolio Management Service (PMS) through six management trainee. * Responsible for generating leads form telesales executives and to motivate for more productivity.   **Achievements** **at Reliance Money :**   * Have been the top **performer in Baroda for 7 times.** * Top Performer in selling of PMS in all over Gujarat region. * Have been stood in top 3 ranks for 4 times in all over Gujarat region in selling.   **Summer Internship Program (SIP)**  **Company :** India Infoline Securities Ltd.  **Duration :** 16 Weeks  **Executive Training Title :** To study on customer acquisition at India Infoline Securities Ltd. and on the Brand Transition.  **Work Profile :**   * Sold Demat Accounts, Mutual Funds etc., through cold calling, telecalling, referrals and organized canopy activity. * Handling operations and handling walk-in customers’ queries.   **Achievements :**   * Awarded by Best Achiever Award for ICFAI Baroda center. * Also got **pre-placement offer letter** from India Infoline Ltd. for generating highest business in SIP center. * Being as a Management Trainee, have sold demat accounts more than the company’s on-roll employees for 2 months.   **Computer Literacy**   * Hardware & Networking * Web Designing & HTML * Tally 7.2 * Visual Basic * MS – Office   **Achievements**   * Done **Engineering Drawing** as technical subject in high school. * Selected for the team leader at N.S.S. camp in the year 2004. * Selected for kabbadi state level competition at school time. * Secured 3rd rank in kabbadi competition organized by Vidya Bharti Sankul at state level. * Won the 1st prize in singing competition in MBA’s fresher’s party. |