**NIRMAL JINGHAR**

Mo (9909979784) Email Id: yournirmal@gmail.com

Seeking a challenging position as Sales professional with a company having a vision to enhance the horizon of knowledge and work in a team environment to carve out a niche.

**Accomplishments**

1. Create Visible Present in new Territory - MP, Rajasthan, within one year Tenure at Cavier 2021-22.
2. Highest sales Target achieved in history of Ganga -2019.
3. Territory growth by 140% during 2016 at Johnson.
4. Got Appreciation from President – Sales for Most Profitable Sales Employee in Mega Account dept across India. during 2016 at Johnson.

**Areas of Excellence**

Strategic Planning / Key Account Management/ Sales & Marketing / Business Development/ Brand Management/ Team management / Customer Relationship Management /Conflict Management

**Career Chronology**

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| **Polycab India Ltd** | January 2023 to till date | Manager – Key Account |

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| **Cavier Bath fittings Ltd.- Sanitary & CP fitting** | Feb 2021 to Dec 2022 | Sales Manager- Guj & Rajasthan |

* Main activities include interacting with the Key Account - Builder / Electrical Consultant and mainly with the project planning departments for tapping the project from the conceptualization stage.

Key Deliverables:

* Planning, strategizing and developing the sales activities driving-up the business/market share and achieving profitability & sales targets.
* Tracking the market and competition through market intelligence and facilitating the resolution of issues related to marketing, distribution, service, pricing and logistics.
* Maintaining good rapport with Channel Partners, Dealers, Builder and keep abreast of market development.
* Ensuring business growth, profitability and increase market penetration along with Customer Satisfaction.

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| **Ganga Bath fittings Pvt Ltd- Sanitary & CP fitting** | 1 July 2017 to Sept 2020 | Sales Manager – Guj, Raj & MP |

* Main activities include interacting with the Top Management of various private bodies /Retailer/ Individual /Builder and mainly with the project planning departments as well as the Engineering and Architectural divisions for tapping the project from the conceptualization stage.
* Planning, strategizing and developing the sales activities driving-up the business/market share and achieving profitability & sales targets.
* Maintaining good rapport with architects and keep abreast of market development.
* Ensuring business growth, profitability and increase market penetration along with Customer satisfaction.

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| **Prism Johnson Ltd**.- **Tiles** | 15 July 2013 to 30 June 2017 | Deputy Manager – (Key Account)  Gujarat, Rajasthan & MP |

* Heading the Sales & Business Development initiative of the organization laisioning with Commercial, Residential, Institutional / Hospitality, Industrial for providing our comprehensive services.
* Main activities include interacting with the Top Management of various Govt & private bodies / agencies and mainly with the project planning departments as well as the Engineering and Architectural divisions for tapping the project from the conceptualization stage.
* Making presentations to the decision makers as well as regular interactions with Purchase authority & Project consultants for getting the services of the group empanelled for various projects. laisioning with top contractor, and other service providers to work in association / as associates on projects in which more than one architect / consultant is involved.
* Laisioning and maintaining business friendly relations with the key people of Govt and private organizations for their long-term support in projects. Continuous monitoring of KEY ACCOUNTS developed in the process of Business Development to have long term fruitful business relationship Had the opportunity to work with well-known clients like **L & T, NCC, Shapporji Paloonji, PSP, IVRCL, Godrej** etc for their projects thus having a better understanding of handling nuances of project communications in a more effective manner with best results.

**Initial Experience**

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| **Employment** | **Designation** | **Location** | **Job Profile** |
| Durabuild Technologies Pvt. Ltd. Aluminum Composite Panel | Area Sales Manager | Gujarat | Project Sales, Facet Consultant, Architecture, Channel Sales |
| Khimji Ramdas India Pvt. Ltd.  Lighting Division | Area Sales Manager | Gujarat & Rajasthan | Architect, Interior & Lighting Consultant |
| Nilkamal Ltd.  Furniture Division | Sales Officer | Gujarat | Trade, Channel Sales, Modern Trade, Business Development |

**ACADEMIC DETAILS**

MBA (Marketing Management) from Institute of Chartered Financial Analysts of India (ICFAI) - 2006

**IT SKILLS**

PGDCA from Aishwarya College, Udaipur.

**PERSONAL DETAILS**

**Date of Birth:** 20 Jul 1984

**Languages Known:** English, Hindi, Gujarati and Marwadi

**Mailing Address:** Z 502, Swaminarayan Park -1, New Vasna, Ahmedabad.

**Family Details**: Married and Having one Daughter.