**RESUME**

**PERSONAL**

NAME: VINAYAK CHAUDHARI

ADDRESS: F/304, Devkrupa – II,

Opp. Sadguru Homes, B/H. D’Mart

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NEW NIKOL ,AHMEDABAD – 382350

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E-MAIL ADD.: [neeldhaval2000@gmail.com](mailto:neeldhaval2000@gmail.com)

AGE: 45 Years,

MARITAL STATUS: Married

RELIGION: Hindu (L.P)

NATIONALITY: Indian

HEIGHT: 5’6”

WEIGHT: 65 Kg.

LANGUAGE KNOWN: English, Gujarati, Hindi, Marathi.

HOBBY: Reading, Traveling.

AREA OF INTEREST: Marketing.

MAJOR STRENGTH: Hard Working, High Commitment Level

**ACADEMIC EDUCATION**

1. S.S.C. From GSE Board with II Class.
2. H.S.E. From GSE Board with II Class...
3. B.COM. from Gujarat Uni.with II Class.
4. Computer fundamental & Internet.

**EXPERIENCE**

1. **“SOUTH GUJARAT BEVERAGES P. LTD**. From Sept.2001 To March, 2009.

**FRENCHISE : PARLE AGRO LTD. OF GUJARAT**

**DESIGNATION:** Sales Officers

**WELL-KNOWN PRODUCTS: PARLE FROOTI & PARLE BAILLEY**.

**AREA:** Ahmedabad & North Gujarat

**JOB PROFILES:** Primary & Secondary Sales planning & Implement.

Daily, Weekly& Monthly Sales Planning & Achieve the same.Stock wise & SKU wise sales promotion.

**ACHIEVEMENT:** Member team which successfully launched

TC 65 (CHHOTA FROOTI) in Ahmedabad & Saurashtra. (**Rajkot,** Bhavnagar, Surendranagar,

Jamnagar, Junagad. Amreli, Kutchch.)

Totally Geo-Graphical knowledge of Gujarat &

Maharashtra.Stock wise & SKU wise sales promotion.

Stock wise & SKU wise sales promotion.

1. **“BERGER PAINTS (I) LTD”.** From March,.2009 to Jan,2011

**MFG. & MARKETING:**  All type of Paints

**DESIGNATION:**  Sr.Sales Officers (Prolink Division)

**AREA:**  Ahmedabad.

**JOB PROFILES: Meet to Builders, Architects, & Painting Contractors and get sales from them.**

1. “ **MONGINIS FOODS PVT. LTD**. Since, 28th  Feb,2011.to August,2014

**MFG. & MARKETING: All type of Bakery & Cakes**

**DESIGNATION:** Sr.Sales Officers

**AREA:** Ahmadabad & North Gujarat

**JOB PROFILES:** Distributors Network, Achieve the sales target set by management. Focus on Retailing & Achieve the same.

1. **“VIZEBH AGREESCIENCE P. LTD.”** 9TH September,2014 up to May,2015

**MFG. :** Dairy Products

**MARKETING:** All type dairy products.. (VEEGEE brand)

**DESIGNATION:**  Sr.Sales Executive (Marketing)

**AREA:**  Gujarat

**JOB PROFILES:** Distributors Network, Achieve the sales target set by management. Focus on Retailing & Achieve the same. Key

account management.

**5)** “**DOSHION VEOLIA WATER SOLUTION PVT LTD”** From June,2015 to Jan,2019

**MFG. :** Water Treatment Plant/Industrial RO Plant.

**SALES & SERVICES:** Govt. Project/Private Project of RO Plant

**DESIGNATION :** Operation Manager/State Head.

**AREA :** KARNATAKA AND GUJARAT

**JOB PROFILE :** Handling Govt.Project in Karnataka, Manage all service and Fitters Staff, To Meet with AEE/EE/CEO/CE and releasing company’s Payment.Revenue collection from govt. and private company.

**6)** At Present working in “**G M TEA PACKERS PVT. LTD.** from 31ST Jan,2019

**MFG.:** Tulsi Brand Tea

**DESIGNATION:** Area Sales Manager

**AREA:** Gujarat and Rajasthan

**JOB PROFILE :** **Sales Strategies**

# Driving monthly sales target for Sales staff.

# Prepering action plan for achievement of set target.

# Proper follow-ups on currentoutlet and distributors.

# Develop new markest and buusiness by identifiying new sales ideas **Market intelligence**

# Potentiel market information to company

# Compititors activilty to company

**Sales Report & Profile**

# Coordinating with sales team for daily sales reports

# Maintaining of sales report daily, weekly and

monthly basis.

# Exploring new market and generating new business

Leads.opening new Territory distributor and

outlets.

**Thanks & Regards Vinayak Chaudhari**