**Chintan R Patel**

# (M) : 9898361194

# Address:- 177,Mahasukh Nagar Society,

Nr, Noble School,

Krishna Nagar, Naroda

Ahmedabad - 382346

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E-mail: [patel\_chintan1986@yahoo.com](mailto:patel_chintan1986@yahoo.com)

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**Career Goal**: To attain managerial level in reputed Metal / Oil sector in Sales & Marketing and Business development functions.

**Skills:**

* Sales & Marketing – Steel & Oil business
* Business Development - Steel & Oil Business
* SAP R/3 – MM/SD module
* Business communications
* Branding
* B2B, B2C
* Legal compliances related to Sales

**Total Work Experience** -: 11+ Years.

1. **Current Organization:**

**Visaman Global Sales Ltd July 2020 to Current**

Role – BRANCH MANAGER - OEM

Level – Sr. Manager

**Job Description** –

* Currently working a BRANCH MANAGER OEM on the role of Sr. Manager for Gujarat region based at Ahmedabad
* To look after products – HR, HRPO, CRCA, GP, MS/GP PIPES, STRUCTURAL STEEL in special as well as general engg.
* To cater sales of min 1000 tpm in HR specials @ margin of min Rs 2000 pmt
* To tap major potential areas such as Across the Gujarat Territory.
* To provide min sales turnover of Rs 80 Cr annually

1. **Current Organization :**

**Power2sme Pvt ltd Jan 2017 to 15 July 2020**

**(Formerly BEBB india pvt ltd)**

Role – KAM OEM

Level – Sr.Manager

**Job Description** –

* Currently working a KAM OEM on the role of Sr. Manager for Gujarat region based at Ahmedabad
* To look after products – HR, HRPO, CRCA, GP,TMT,STRUCTURAL STEEL,PPGI in special as well as general engg.
* To cater sales of min 1000 tpm in HR specials @ margin of min Rs 2000 pmt Approx.
* To tap major potential areas such as Rajkot, Vadodara, Ahmedabad , Halol and Sanand across the Gujarat Region.
* To provide min sales turnover of Rs 50 Cr annually
* Raw Material Financing Through LC/BG/NBFC/OPEN CRDIT.

1. **Previous Organization :**

**Uttam Value Steels Limited June 2011 to Jan 2017**

**(Formerly Lloyds Steel Industries Ltd)**

Role – KAM OEM

Level – Assistant Manager

**Job Description** –

* Currently working a KAM OEM on the role of Asst Manager for Gujarat region based at Ahmedabad
* To look after products – HR, HRPO, CRCA, GP in special as well as general engg.
* To cater sales of min 1000 tpm in HR specials @ margin of min Rs 2000 pmt
* To tap major potential areas such as Rajkot, Vadodara, Ahmedabad , Halol and Sanand
* To provide min sales turnover of Rs 50 Cr annually

1. **Previous Organization :**

**Bharat Petroleum Corporation Ltd Oct 2007 to May 2011**

Role – Sales Promoter & Advisor

Level – Sales Officer

**Job Description** –

* I have worked as a Sales Officer for Gujarat region based at Ahmedabad
* Have looked after sales of lubricant products been catering to Automotive and Industrial sector.
* Was actively involved in arranging retailer, distributor meet across region.
* Was actively involved in new product development with Senior team at BPCL.
* Got best Employee award in year 2009 across Junior wings for surpassing the target.

**Education:**B.Com - Gujarat University, Ahmedabad.

PGDCA (one year course)

**Personal Details :**

Name : Chintan Rameshbhai patel

Father’s Name : Rameshbhai Shivabhai Patel

Father’s Occupation : Business

Date Of Birth : 11th November, 1986

Sex : Male

Marital Status : Married

Languages known : Hindi, Gujarati, English

Hobby : Reading, Traveling

Expected CTC : Negotiable

Passport : Available

**Declaration:** The above mentioned details are true and correct to the best of my knowledge.

Thanking You.

Best regards,

**Chintan R. Patel**