

CURRICULUM-VITAE

Dheeraj A. Jawale
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OBJECTIVE

To work in an Organization where there is an equal opportunity to show my skill and abilities and at the same time grow with the Organization policies while making myself more effective and useful to the Organization.

PROFESSIONAL EXPERIENCE

Current Experience:

Work as a Windows Sales Consultant for Fenesta/Window Expert/ Tostem

Duration: 1st December,2024 to Present.

Industry Type- UPVC & System Aluminium Windows & Doors

Job Responsibilities:

1. Client Acquisition & Lead Generation

Identified and pursued new business opportunities through cold calling, site visits, referrals, and industry events.

Developed strong relationships with architects, builders, contractors, and retail clients.

2. Product Presentation & Consultation

Provided expert consultation on window types (uPVC, aluminum, casement, sliding), glazing options, acoustic/thermal insulation, and security features.

Assisted customers in selecting suitable window solutions based on technical requirements and aesthetics.

3. Site Surveys & Technical Coordination

Conducted site surveys to assess feasibility, measurements, and installation conditions.

Coordinated with internal design and installation teams for seamless project execution.

4. Quotation & Order Management

Prepared and presented customized proposals, BOQs, and quotations in line with customer requirements.

Followed up on proposals to convert leads into confirmed orders.

5. Sales & Revenue Achievement

Achieved monthly and quarterly sales targets across B2B (builders, developers) and B2C (homeowners) segments.

Maintained a strong pipeline and conversion ratio through effective relationship management.

6. After-Sales Support

Ensured customer satisfaction by coordinating timely installation, service, and handling post-installation issues or complaints.

Collected customer feedback and implemented improvements for better service delivery.

7. Market Intelligence

Monitored competitor activity, pricing trends, and market demands to position offerings effectively.

Shared customer insights and market feedback with the product and marketing teams.

Previous Experience:

Designation : Territory Manager- Project Sales

Company : Fenesta Building Systems

(A Unit of DCM Shriram)

Duration : 3rd March,2014 to 28th November,2024

Job Responsibilities:

1. Handling and selling the uPVC windows & doors.
2. Promoted to **Project sales manager** from 2017 to 2019,2021,2023
3. Identifying & networking with prospective client and increased sales growth.
4. Analyzing marketing trends and following competitor activities.
5. Monitoring the performance of team member to ensure efficiency in sales Operation.
6. Scanning to improve pipeline.
7. Monitoring channel sales, marketing BTL activities & sales growth by total team.
8. Training channel partner team to improve the product knowledge.
9. Meeting Architects & Interior Designers, Builders and Contractors.
10. Dealing and meeting HNI Clients to meet their expectation and fulfill their requirement.
11. Working area is Mumbai Central. Architect network throughout Mumbai & Navi Mumbai.

Previous Experience:

Designation : Dealer Sales Executive

Company: Third Party Payroll (Fenesta Building Systems)

Duration : 25th March 2006 to 28th February,2014

Job Responsibilities:

1. Handling and selling the uPVC windows & doors.
3. Identifying & networking with prospective client and increased sales growth.
4. Analyzing marketing trends and following competitor activities.
6. Scanning to improve pipeline.
7. Monitoring channel sales, marketing BTL activities & sales growth by total team.
8. Training channel partner team to improve the product knowledge.
9. Meeting Architects & Interior Designers, Builders and Contractors.
10. Dealing and meeting HNI Clients to meet their expectation and fulfill their requirement.
11. Architect network throughout Mumbai.

Educational Qualifications :

Sr. No.	Name of Examination	Board/University	Year	Grade
1	M. A.(Economics)	Pune University	2003	2nd Class
2	T.Y.B.A.(Economics)	Mumbai University.	2002	2nd Class
3	H.S.C	Maharashtra State Board.	1999	2nd Class
4	S.S.C	Maharashtra State Board.	1996	2nd Class

Computer Knowledge

MS office (Knowledge of MS Word Function's in excel) , Internet Skills.

Personal Information

Father's Name : Late. Arun Jawale
Date of Birth : 02nd Feb 1981
Language Known : Marathi, English, Hindi,
Address : 5, Panchavati Sadan, behind Virat Height, Nr. Haridarshan Apt., Main
Road Atali, Ambivali (W). Tal. Kalyan .Dist. Thane.

Date :

**Place : Mumbai
(Dheeraj Jawale)**