

AVP – REGIONAL SALES

Achievement-driven and High-Performance Management Executive; business-driven with outstanding experience in all aspects of business operations, budgeting & cost control, deadlines, and high pressure situations. Strong ability to influence thinking, forge strategic alliances, delivers consistently & reliably and builds consensus.

Pioneering turnaround top-level professional, equipped with skills in delivering remarkable business outcomes, resolving critical operational issues and generating multimillion dollar results. Veteran senior sales & business leader, tasked to promote performance-centric & excellence-driven culture for positioning the brand on top charts, from scratch. Creative thinking, remains on the cutting-edge – builds consensus, transcends organizational needs, and maintains a trust to create long-term productive stakeholder & partner relationships.

Personality Traits

Strategic Leadership Style | Effective Speaker | Tenacious | Passionate & Determination | Quick Decision-maker

Selective Accomplishments and Milestones

- **Revenue Augmentation:**
 - Consistently delivered YOY revenue growth all through the career across various businesses, handling different product portfolios.
 - Spearheaded new business in India for Gardner Denver from scratch starting May 2011 with very little resource and generated revenue of INR 15 Crores (\$ 2.2 Million USD) in 2.5 years.
 - Enhanced revenue to INR 56 Crores (\$8.30 Million USD) by Dec'16 from approx INR 5 Crores from beginning of 2014 in Gardner Denver, including spares revenue of INR 18 Crores (\$2.70 Million USD) mostly from legacy equipments mainly compressors sold by Gardner Denver global entities.
 - **Business Administration & Plant Operations:** As Sales Head led from front new business development, sales strategy, product strategy, route to market and as Operations Manager handled end-to-end plant operations in Gardner Denver.
 - **New Set-up & Business Expansion:** Established brown field Parts Manufacturing facility for GMM Pfadler at Karamsad and Brand New branch office for Ingersoll Rand at Surat.
 - **Team Management:** Experience of working in MNC's, effectively collaborated with local as well as cross border & cross functional teams based out of USA, UK, Germany, Italy, China, Singapore & Australia
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|-------------------------------|--------------------------------|---------------------------------|
| — Sales & Marketing | — Customer Success Experience | — New Business Development |
| — Business Management | — Key Account Management | — Plant Set Up & Expansion |
| — Revenue Enhancement | — Techno-commercial Operations | — Plant Operations |
| — After-sales Operations | — Strategic Partnerships | — Techno Commercial Negotiation |
| — Business Process Excellence | — P& L Management | — Vendor Evaluation |
| — Market Research & Analysis | — Business Planning | — Performance Management |

Professional Description

Assistant Vice President – Regional Sales | Sanmar Engineering Technologies Ltd., Mumbai, Maharashtra, India
Oct 2018 - Present

Product Handled: Flowserve Sanmar Mechanical Seals, BS&B Rupture Disc, AGCSL (Emerson) Safety Valves / Pressure Relief Valves & Xomox Sanmar Plug Valves.

- **Program Management:** Directs the entire program for delivering sales with OEM, MRO & Projects customers in the field Oil & Gas, Energy, Fertilizers, Metal, Cements, Food & Beverages, Sugar, Chemicals, Pharma etc.
- **Business Management:** Orchestrates better revenue, adds strategic vision, helms transition and recommends organic growth roadmap. Analyzes latest trends and tracks competitors' activities; provides valuable input for fine tuning sales by implementing reporting, measurement tools.
- **Key Account Management:** Deals with existing and new customers for ensuring coverage by channel & industry, including after sales service. Formulate innovative strategies for securing business from both the existing and new accounts.

- **Portfolio Support/Growth** – Worked closely with portfolio, identified core value drivers for the business, and suggested potential strategic partners across existing and new businesses to explore synergies.
- **Operational Excellence:** Heads the designing, implementing and managing the line of business, various operations to drive growth and meet budget, strategic, financial and operational goals. Escalates gross revenue, secures high profitability, and assess operations performance against company goals.
- **Team Management:** Works in close coordination with teams (Team Size – 40 Sales & Service & Back Office), ensures smooth sales processing and monitors their performance in return - on weekly, monthly & quarterly basis

Gardner Denver Engineered Products India Pvt. Ltd., Ahmedabad, Gujarat, India

Career Progression:

Operations Manager | June 2017 – Dec 2017

National Sales Manager – (India, Sri Lanka, Maldives) | May 2011 – Jun 2017

Operations Manager

Product Handled: Screw Compressors, Reciprocating Compressors, Blowers, Vacuum Pumps & Vacuum Systems.

- **Team Management:** Mentored a team of 4 Officers & 15 Technicians; led the end-to-end plant operations including production, planning, quality assurance, stores, logistics and facility management.
- **Operational Excellence:** Focused on monitoring and following project due diligence, CAPEX / budget preparation, technology selection. Ensured timely execution of non- conformance disposition – corrective / preventive action.
- **Process Improvement:** Assured lot of improvement in inventory management, quality improvement, de-bottlenecking plant test bed limitations, blue collar work force motivation, etc.
- **Vendor Management:** Mentored vendor / contractor for leading due diligence, contractor & vendor finalization, commercial negotiation, vendor selection / development.
- **Liaison & Coordination:** Worked in close coordination with purchase & engineering department for timely execution of projects orders.
- **Inventory Management:** Monitored timely availability of stock, made appropriate arrangements to ensure on time deliveries; ensured reduction in stock holding, FIFO & increased stock turnover.

National Sales Manager – (India, Sri Lanka, Maldives)

Products Handled - All types of Compressors, Vacuum Pumps / Blower and Multi Stage Centrifugal Blowers.

- **Unique Initiatives:** Established sales & after market operation / sales & service organization in India along with achieving annual sales revenue with P&L responsibility.
- **Marketing Promotions:** Monitored the effective creation of advertisement, participated in Exhibitions / Trade Shows for reach / penetration, brand visibility & awareness.

Phase 1

- **Revenue Growth:** Achieved revenue growth of INR 15 Crores (\$ 2.2 Million USD) in 2.5 yrs starting from nil in May 2011.
- **Techno-commercial Operations:** Interfaced with Consultants / LSTK Contractors for:
 - ↳ Proposing quotes as per RFQ's, order finalization and receipt
 - ↳ Generating purchase orders for in-house (inter-company off-shore plants) equipment
 - ↳ Negotiating price and purchasing items from local suppliers
- **Project Management:** Strategized and delivered projects involving bought out items such as bellows, control panels, motors, suction filter's, and piping, etc.
- **Design Engineering:** Managed Auto Cad Drawings from external vendors and raised purchase order for bought out items – delivered all the equipment/ parts at site and led erection and commissioning.
- **Site Operations:** Led inspection and dispatch of equipment, conducted site unloading / storage including site clearance, erection commissioning and handing over of site.

Phase 2

- **Revenue Growth:** Generated revenue from approx 1 Million USD in Jan 2014 to \$8.30 Million USD (INR 56 Cr) by Dec 2016; led monthly / quarterly sales forecasting as per the Annual Operating Plan.
- **Distribution Management:** On boarded approx 30 Distributor's across India and strengthened working relationships with them through regular meetings for tapping sales and business development opportunities.
- **Product Development:** Identified products to be localized, pilot / proto build, product validation and evaluation of vendors etc.
- **Team Coordination:** Worked in close coordination with global product management and supply chain team; mentored a team of 22 Sales & Service & Back Office.

- **Quality Assurance:** Brought in effective quality improvement in canopies of compressor / blowers, oil carry over issue, safety valve popping up because of sudden closure of compressor discharge valve, reverse rotation problems in belt driven compressor, etc.
- **Training & Development:** Led competency mapping, training need identification and conducted training of the team members (Direct and Distribution).

Previous Experience

Regional Sales Head | Gujarat & Rajasthan | Ingersoll Rand India Limited, Ahmedabad,
Dec 2006 – Apr 2011

Product Handled: Reciprocating Compressors, Screw Compressors, Centrifugal Compressors

Manager (Parts & Services) | Pan India | GMM Pfaudler Ltd., Vadodara, Gujarat, India
May 2002 – Nov 2006

Product Handled: Glass-lined Reactors, Agitators, Agitated Nutsche Filters, Wiped Filmed Evaporators

Manager (Pumps Marketing Division) | Business of North and South Zone | Jyoti Ltd., Vadodara, Gujarat, India
Dec 1995 – May 2002

Product Handled: Horizontal Split Casing Pumps, Vertical Turbine Pumps, Centrifugal Pumps, Motors, Valves, Piping

Trainee Engineer | Micro – Measurematics, Lucknow, UP, India
Jun 1995 – Dec 1995

Education

Bachelor of Engineering (Mechanical) | Nagpur University 1995

Post Graduate Certificate Course in Marketing Management | Maharaja Sayajirao University, Baroda 1997

Freelance Experience

Consultant, Ahmedabad Jan 2018 – Oct 2018

Trainings Attended

- Finance for Manager | Jack Welch Management Institute
- Business Acumen | Ingersoll Rand University
- Leader People Management | Ingersoll Rand University
- Inter Personal Leadership Program | Ingersoll Rand University
- Sales Effectiveness, Negotiating and Presentation Skills | Mercuri Goldman
- Sales Platform | Mercuri Goldman