

KARAN R.VARIAVA

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OBJECTIVE

Seeking a position to utilize my skills and abilities that will offer professional growth while being resourceful, innovative and flexible.

EDUCATIONAL QUALIFICATION

EXAMINATION	DISCIPLINE/ SPECIALIZATION	SCHOOL/COLLEGE	BOARD/ UNIVERSITY	YEAR OF PASSING	%
BACHELOR OF ENGINEERING	MECHANICAL	Viva Institute of Technology	Mumbai University	July 2013	68.66
DIPLOMA	MECHANICAL	Vidyavardhini's Bhausahab Vartak Polytechnic	Maharashtra Board	May 2010	84.13
S. S. C	S.S.C	Dr. Antonio Da'Silva High School	Maharashtra Board	March 2007	78.30

STRENGTHS

Disciplined, courageous, responsive, creative, trustworthy, good temperament, determined, dedicated, confident and able to work in multicultural team environment and under work pressure.

PROJECTS UNDERTAKEN

- Solar Energy Charged Street Light, Traffic Signal & Speed Measuring Equipment (Dec'09-April'10)
- Automation Of Gas Cutting, Groove Grinding (July'12-April'13)

WORK EXPERIENCE

Name of Company: Yogayatan Group

Role: Research & Business Development

Duration: Nov 2018 to Nov 2019

Responsibilities :

- Lead key projects with R&D to support business goals.
- Research, design and evaluate materials, processes and equipment.
- Document all phases of research and development.
- Continuous Update of Customer data, competitor data, management of entire territory data and its usage to increase sales and providing timely service back up to customers.
- Collaborates with HOD to develop sales strategies to improve market share in all product lines.

Name of Company: Fit Right Storage Systems.

Role: Business Development Executive.

Duration: March 2018 to Oct 2018

Responsibilities:

- Researching organizations and individuals online to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and set up meetings.
- Planning and overseeing new marketing initiatives.
- Attending conferences, meetings, and industry events.
- Accurately forecasts monthly, quarterly and annual plan for achieving desired business volume.

Name of Company: Industrial Boilers Ltd.

Role: Sales & Marketing Engineer.

Duration: May 2015 to Feb 2017.

Responsibilities:

- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations.
- Building strong positive relationship with customer and monitoring customer profile and new developments to ensure retention of present sales.
- Identification of customer need and customized solution as per industry application and proper need based solution for deriving customer satisfaction.

CURRICULAR ACTIVITIES & AREAS OF INTEREST

An active participant at annuals, listening to music, dancing, playing various sports, desire to learn new things.

PERSONAL INFORMATION

DATE OF BIRTH	24 th March 1991
LANGUAGES KNOWN	English, Hindi, Marathi & Gujarati
MARITAL STATUS	Single
NATIONALITY	Indian

DECLARATION

I hereby declare that the above information is correct to the best of my knowledge and I shall be responsible for any discrepancy hereafter.

Yours truly,

Karan R. Variava.