

RESUME

Rushabh Mehta

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Kandivali (west), Mumbai.

STRENGTH AND PERSONAL SKILL

- ✓ Ability to work in team and create a collaborative work environment.
- ✓ Ability to quickly grasp new practical knowledge and integrate them into desired results.
- ✓ Good judgment and decision making abilities.
- ✓ Willingness to learn new things.
- ✓ Good convincing skills.
- ✓ Ability to solve problems and Hard working.

ACADEMIC ACHIEVEMENTS

Qualification	Year	Institute University
B.M.S	April 2018	Mumbai University

EXPERIENCE

Century Plyboards (I) Limited

Oct 2020 – Till Date

Century Plyboards Ltd. is an Indian manufacturer, seller and exporter of plywoods, laminates, doors, PVCs and veneers. The company offers



plywood products under the brand name, Century Ply, and exports its range of products to over 20 countries.

Assistant Territory Manager (Project)

Achieve sales target: Responsible for project sales business for the assigned territory. Proper forecasting, building up project pipelines, & achievement of sales.

Business Development: Identify new opportunities for conversion; convert the identified opportunities into revenue generating business.

Key Account management: Involved in customer initiatives & technical engagement (for selected accounts). Extracting business, delivery and entire process setting up. Generating & driving specification for all Plaster Boards products through Developers, Architects, Clients, PMCs and Turnkey contractors across the assigned territory as well as for other regions.

Market Intelligence: Gather information from market on competitions activity & market mapping to gather competitions price information

Assistant Territory Manager (Channel)

- Facilitating sales promotion activities, day wise, week wise, month



wise.

- To monitor and develop dealer and retailer network in the assigned territory.
- Implement various retailer / dealer schemes.
- Maintain data base of Dealers, Applicators, Contractors, Carpenters.
- Enrollment of new contractor in companys scheme
- Geographical expansion by appointing dealers / Sub dealers and managing them efficiently

Scan Décor

April 2018- Sep 2020

(Varied array of Products Include Wooden ,Vinyl ,Carpets Flooring ,Wallcovering)

Key Responsibility Areas

- ✓ Direct Sales and Marketing
- ✓ Giving best quality of products and services to the customer
- ✓ Negotiation with clients
- ✓ Worked for renovation of various properties in Mumbai

COMPUTER PROFICIENCY

- ✓ Conversant with application software like Microsoft Excel, Word, Power Point ,etc.
- ✓ Hands on experience of CRM and SFA

EXTRA-CURRICULAR ACTIVITIES

- *Vice President of Rotract Mumbai Kandivali(w) 2017-2018*
- *Organising Committee for NGO Arham Yuva Seva Group 2018-Till Date*
- *Leo Club of Mahavir Nagar –Team Leader 2022*



