

Profile summary :

An organized and creative professional with proven sales/marketing skills.
 more than 10 years experienced in sales & marketing field, Gained expertise in marketing, branding, distributor & dealer network set up with analyzing market trends, increasing social media engagement, tracking results and identifying potential new markets.
 excellent ability to anticipate client needs and achieve desired results with innovative, cost-effective marketing strategies.

Career History :

1. Since 1st january 2022, As a S. M. in : modular kitchen hardware manu. company
Company name : Shresh interior product - Rajkot, Gujarat.
 Find and appoint dealer & distributors network in domestic market for modular kitchen accessories throughout daily calling, follow for sales & payments.
Achievement : Rs. 2.5 + crore sales from new and old distributor.
2. 1st January 2021 to December 2021, As a S. M. in : ceramic sanitaryware trading co.
Company name : Vinay sanitaryware - Morbi , Gujarat.
 Find and appoint dealer & distributors network in domestic market for sanitary ware products throughout daily calling and tours, follow for sales & payments.
Achievement : Rs. 2 crore sales from new and old distributor.
3. 1st January 2020 to July 2020, As a R. S. M. in : ceramic sanitary ware manu. company
Company name : Wellvit sanitary ware - Morbi , Gujarat.
 Find and appoint dealer & distributors network in domestic market for sanitary ware products, throughout daily calling and tours, follow for sales & payments.
 Managed product portfolio, sales program and branding work.
Achievement : Rs. 6 lac sales from new distributor.
4. Since 1st August 2018 to December 2019, As a S. M. in : ceramic wall tiles trading co.
Company name : Samsun ceramic - Morbi , Gujarat.
 Find and appoint dealer & distributors network in domestic market for wall tiles.
 throughout daily calling and tours, follow for sales & payments.
Achievement : Rs. 3 crore sales from new and old distributor.
5. Since 1st may 2017 to July 2018, As a S. M. in : ceramic sanitary ware manu. company.
Company name : Geobath sanitary ware - Morbi , Gujarat.
 Find and appoint dealer & distributors network in domestic market throughout daily calling and tours for sanitary ware products, daily calling, follow for sales & payments.
Achievement : Rs. 3 crore sales from new and old distributor.
6. Nov. 2013 to april 2017, as a S. M. in : solar product manu. company.
Company name : Khodiyar industries - Rajkot, Gujarat.
 Find and appoint dealer & distributors network in domestic market for solar water heater products, throughout daily calling and tours, follow for sales & payments.
 New project development.
Achievement : Rs. 2 crore sales from new and old distributor.
7. June 2010 to oct. 2013, As a Assistant Sales Manager in : exporter importer company.
Company name : Paradise impex - Rajkot, Gujarat.
 Find and set buyers in international market for fruits, ceramic tiles, sanitary ware & taps, throughout daily calling, emails. follow for sales & payments.
Achievement : Rs. 3.5 crore sales from new and old distributor.
8. January 2008 to April 2010, As a Sales Exec. in : auto part products manu. company.
Company name : Antrix corporation - Rajkot, Gujarat.
 Find and appoint dealer & distributors network in domestic market for LPG + CNG auto parts throughout daily calling and tours, follow for sales & payments.
 Managed products quality, costing process and branding work.
Achievement : Rs. 2.5 crore sales from new and old distributor.
9. January 1996 to december 2007, do self owned business Rachna ad. media - Rajkot.
 Create brochure, news paper adv. branding campaign, logo symbol design, printing job etc.

Academic qualifications :

- **Applied art , (1993)** in graphic Designing with Advertisement & Branding.
Institute : C.N. collage of Fine arts, Ahmedabad, Gujarat.
Board : Gujarat state board.
- **S.S.C. (1988)** **Institute** : Shri Swaminarayan Gurukul, Rajkot, Gujarat.
Board : Gujrat state board.

Top Skills :

Business Development / Key Account Management / Marketing Strategy /
Project management / Competitive Analysis / Branding / Negotiation /
Problem Solving / Customer relations /

Branding work :

1. Create brochure, video adv. for branding auto part components with famous tv actress
" **Disha Wakani - Tarak mehta ka ulta chasma** " .
2. Create promotion advertisement for " **Commodity world** " financial news paper.
3. Create sample branding work for " **Kerovit** " sanitary ware.

Project work :

" **Solar tree** " concept : less expense more energy , for vision smart city - Rajkot.

Traveling :

Approx. 15 state and 75+ city for sales , marketing and payment collection.
met 2000+ dealer, distributor in India & Nepal.

Additional knowledge :

- **Computer skill** : Coral draw, photo shop
- **Language** : Gujarati , Hindi , English
- **Workshop participate** : How to do export - import business.
- **Spiritual activity** : Magnet Healing therapy.
- **Reference** : As per requirement.

Contact :

Mob. : 9512170617
Email ID : pragneshkotak15@gmail.com
Geeta nagar-4, Bh. Gurukul, Dhebar road, Rajkot, Gujarat-360002.