

CURRICULUM VITAE

Name: - PRAYESH SHAH

Address: - G/91, Surbhi Park soc, waghodiya road, vadodara-390019

Mob No: - 9712974827

Email id: - prayeshshah@gmail.com

CAREER OBJECTIVE

Assistant Manager / Project sales officer / Channel sales officer with over 9 years of Experience of sales B2B & B2G, B2C, Channel sales / project sales Vertical in sales and marketing skills of create a Business sales strategies / Channel expansion/ Project sales development. Seeking to bring my proven record in sales development / team building and sales and marketing as well as Motivated and detail oriented sales professional experience seeking a management position

ACADEMIC BACKGROUND

AMITY UNIVERSITY -AHMEDABAD

Graduated March 2011.

Master's Degree (MBA-MARKETING&FINANCE)

M.S.UNIVERSITY – BARODA

Graduated April 2009.

Bachelor's Degree (B.COM)

ORGANISATIONAL SCAN

HAVELLS INDIA LTD

ASSISTANT MANAGER – CENTRAL GUJARAT

(MARCH-2021 TO PRESENT)

PROJECT SALES AND CHANNEL SALES DEVELOPMENT GROWTH

- Responsible for Visiting Builders / Electrical contractors/consultant/ Architects for developing project sales and promoting all product division for increase Big Valuable business for central Gujarat location.
- Responsible for handling all Existing channel partners / Havells Galaxy dealer for primary and secondary business / also developing a network expansion/ new dealer appointment as well as growth of new dealer.
- Responsible for achieving sales targets Monthly/Quarterly/Yearly products and division wise for projects business and regular updated to state project sales head.
- Establish, convince and sustain good relationship with Dealers/ External customers / clients. Also Developing a new clients and negotiating with them for securing profitable business with all division of product basket range .

PANASONIC LIFE SOLUTION INDIA PVT LTD (ANCHOR BY PANASONIC)

(Formerly Known as Anchor Electricals Pvt Ltd)

SR.PROJECT SALES OFFICER – BARODA

(AUGUST-2012- JAN-2021).

PROJECTSALES AND CHANNEL SALES DEVELOPEMNT

- Responsible for Primary & Secondary sales covering all Products.
- Responsible for Visiting Builders / Electrical contractors/consultant/ Architects for developing project sales and promoting all products for increase business.
- Responsible for handling all channel dealers for primary and secondary business / also developing a network expansion/ new dealer appointment.
- Responsible for achieving sales targets Monthly/Quarterly/Yearly products and dealer wise for projects business and regular updated to state sales head.
- Establish, convince and sustain good relationship with Dealers/ External customers / clients. Also Developing a new clients and negotiating with them for securing profitable business.

BERGER PAINTS INDIA LTD (WINGS DREAM HOMES)

SALES TEAM LEADER – BARODA

(APRIL-12 TO AUG-12)

BUSINESS DEVELOPMENT

- Responsible for Business developing and growing paints products through direct end users customers and projects of builders and architects.
- Developing business through Dealers network and add on paint business through secondary sales.
- Responsible for Berger home painting division growth through meet and increase business through painters / Engineers contractors / Architects / End user bungalows / channel sales Dealers.

EUREKA FORBES LIMITED. (EUROVIGIL SECURITY PRODUCT DIVISION)

TERRITORY SALES EXECUTIVE- BARODA

(JULY-2011 TO APRIL-12)

SALES

- Developing business through prospecting cold call, qualifying, selling and closing lead and covert in sales.
- Responsible to visit Builders/ End users / Architects / Premium owners with on site demonstration of products.
- Qualifying leads and follows up regular basis for increase sales.
- Reports daily sales activities to team leader.

SUMMER INTERNSHIP COMPANY

APOLLO TYRES LTD

(JUN-2010 TO JULY-2010)

- **PROJECT TITLE:** - Market Research for Passenger car radial Tyres of Ahmadabad District for Apollo tyres Ltd
- **OBJECTIVE :-** To assess the competitive position of Apollo tyres in the minds of consumer and dealers & to determine the positioning and branding strategy .

HONOR, REWARDS AND CAREER ACHIEVEMENTS

- Won award highest project sales in 2012-13 in Gujarat. - (PANASONIC)
- Won award highest project sales in wire and cables product in 2017-18 in all west regions. (PANASONIC)
- Q1 Best performance sales growth – Havells (April-21 to jun-21)

KEY SKILLS

- Good Convincing skills
- Passionate about my work and Goal.
- Hardworking and optimistic
- Ability to Work in a Team / Manage Team build positively

CO – CURRICULAR ACTIVITIES

- Workshop on Time Management in Ahmedabad Management association
- Workshop on Export-Import of International Marketing in Ahmedabad Management Association.
- Attended workshop seminar on innovation at IIM-A Confluence.

PERSONAL DETAILS

Age	:	32 Years.
Gender	:	Male
Marital Status	:	Single
Date of Birth	:	24 th FEB 1989
Languages Known	:	English, Hindi, and Gujarati
Hobbies	:	Sports, Music and Movies, Travelling

