

Ankit Kumar Keshre

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Objective: -

Seeking a position in an organization, where I can use my sales and technical skills to achieve target so that organization will get profitability and growth.

Key skills: -

- Excellent Relationship Development.
- Proactive, Assertive & Take initiative.
- Presentation skill & Negotiation skills.
- Making Decisions and Accepting Responsibility.
- Coordination Skill
- Key Account Management.
- Works with teams, problem-solving approach to management.
- Strong inter-personal skills and able to communicate across different cultures.
- Initiative skills, planning skills.
- Determination, transferable skills

Total Experience -(OEM Sales & Marketing)

11.2 years

Mehta Hitech Industries Ltd - Ahmedabad, Gujarat

Apr'19 to Cont...

Senior Sales Executive (OEM -Business Development)

Roles & Responsibilities:

- To develop and approach every existing customer and new clients in the assigned region.
- Calling and searching of new customers of all India for marketing and selling of laser cutting machine and plasma cutting machine.
- Price negotiation and closing the deal.
- Gather market information and market research about the new and upcoming manufacturing in the territory and approach them for selling and product and its application.
- RFQ Management Internally within the departments.
- Preparation of Quotations, Price negotiations & Order procurement.
- Maintain project tracker and review meetings with customer/plant.
- Preparation of Sales Forecast Monthly, Quarterly, yearly.
- Close coordination and relationship building with OEM customers.
- Competitor information covering pricing, activities.
- Analyze customer to obtain latest trends, customer needs, competitors' position, and depth of customer base to re-design marketing strategy.
- To solve customer complaint about working of machine, coordination between customer and service team for solution.

Sales Executive (OEM -Sales and marketing)**Roles & Responsibilities:**

- To provide detailed information of the products and plant offer to the customers of cattle feed industries, poultry feed and soya plant for erection and commissioning of the new plant with proper budget and machinery appropriate for them
- Preparation of Quotations, Price negotiations & Order procurement.
- Maintain project tracker and review meetings with customer/plant.
- Gather market information and market research about the cattle feed, poultry feed and soya industries.
- Preparation for filling government sector and private sector tender.
- Maintaining regular dispatch and payment details for the clients.
- To maintain payment receiving with cash and accounts department for confirmation and order processing.
- Development of yearly sales plan with marketing team and follow it with proper planning and customer satisfaction.

Sales Executive (New Business Development)**Roles & Responsibilities:**

- To visit potential customers for new business.
- Provide information to the customers with quotations.
- To solve customer complaints after coordination with service team.
- Provide information to the customers with quotations.
- Negotiate the terms of an agreement and close deal.
- Gather market and customer information and provide feedback on buying trends.
- Prospecting in potential area for product's selling and Marketing.
- To deal with existing client and take reference from them for new clients.
- Developed and travelled for new customers in the territory.

Sales Engineer (OEM Sales & Marketing)

OEM customers- VECV Pithampur, MAN Force Trucks, Case New Holland Construction, Pithampur

Roles & Responsibilities:

- Maintained a Key Account Management for OEMs Clients.
- Handled OEMs sales and analyzing cost and sales.
- Planning delivery Schedule of the required material to the customer.
- Maintain Supply Chain as per the schedule of customer.
- Liaising with other members of the sales team and technical experts.
- Operations and management with sales team for completing sales target.

Educational Qualifications: -

Qualification	Specialization	Year	Institute	Board/ University	Grade
Post Graduate Diploma in Management	Major- Marketing Minor- Finance	2014	JRE School of Management	AICTE	I
Bachelor of Engineering	Mechanical Engineering	2009	Swami Vivekanand College of Engineering, Indore	Rajiv Gandhi Technical University, Bhopal	I
Polytechnic Diploma	Mechanical Engineering	2005	MJP Govt Polytechnic College, Khandwa	Rajiv Gandhi Technical University, Bhopal	II
XII	Mathematics	2003	Bal Vinay Mandir, Indore	Board of Secondary Education, Bhopal	II
X	Science	2001	Saraswati Vidya Mandir, Khargone	Board of Secondary Education, Bhopal	I

Personal Details :-

Languages Known: English, Hindi, Gujarati
Date of Birth: March 1 1986
Marital Status: Married

I hereby declare that all the information provided above is true to the best of my knowledge.

Place: -

Sign & Date