

Hiren N. Khatri



A dedicated professional with 26 year's experience in field of Coatings & Paint, seeking an opportunity that will allow me to develop and promote technologies that benefits to the customers and coating industries. Specific fields of interest include Technical / R & D / Technical Sales & Marketing / Business Development with a leading organization of high reputability preferably in Paint, Coating & Speciality Chemicals.

Profile Summary

- Science graduate, experience in;
 - Research & Development - Q. C & Production - Technical sales
 - Business Development - Key Account Management - Sales & Marketing
 - Competitor Analysis - Strategic business Planning - Market Research & Analysis
- Development of suitable product in competitive market by meeting requirement of customer technically and commercially.
- Skilled in tapping prospects, analysis their requirement, rendering guidance to the client and negotiation for the business.
- Providing Technical sales & service process to keep satisfying clients
- Proficient in understanding client's expectation and creating tailor made product for confirmed business proposals.
- Expertise in handling all sales & marketing / business development activities, analysis of market trend & establishing healthy & prolonged business relation with Clients to retain market share.
- Adept conceptualising & executing strategies for business growth & achieve desire target also monitor competitor activities to retain market share.
- An effective communicator with excellent interpersonal, leadership, coordination with people & Client servicing skills.

Core Competencies;

Sales & Marketing

- Conceptualising & implementing sales & marketing plans in tune with business plans to achieve profitability .
- ❖ Interacting with potential clients for new business development and achievement of targets

Key Account Management .

- Identifying new business opportunities, generating business from existing account, thereby achieve business targets .
- Interfacing with clients for understanding their requirements & suggesting the most viable solutions / products and cultivating relations with them for customer retention & securing repeat business. .
- Strategizing & negotiating bulk contract requirement of client.

Technical Involvement

- Development of new requirement which suit market competency.
- Modifications of existing product for better performance, cost cutting, finding alternative raw materials.

- Providing Technical advice and support to customer for solving issue online.
- Providing Technical support to internal department for product modification, solving issue while production.

Business Development

- Directing and overseeing the company marketing function to identify and develop new customers for products and services.
- Analysing business potential and implementing plans to drive support functions for attaining sales targets, supplementing turnover and achieving desired targets

Employment History

Current Employer;

- Nano Tech Middle East FZE,
Sharjah, UAE.

Since February 2020 to Till Date.

Job Title : Business Manager

Responsibilities

- Business Development for Can coating Segment.
- Key Account management to create new business.
- Responsible for develop technology within the organisation and adept by customer with acceptable quality with competition.
- Technical support for customer and inhouse organisation to run successful developed technology.

UAE Experience

3 Different company in time period of January 2008 to January 2020.

- Spectrum Industries LLC
- Cool coating by PRHF
- Ritver Paints.

Job Title : Manager – Technical / Sales Manager

Responsibilities as Technical:

R&D.

- Product Development as per requirement.
- Overcome with technical solution for having issue during while production or QA & QC.

- Provide appropriate technical supports to customers and internal department.
- Evolution and implementation of new or alternative raw material in existing product without effect any quality with cost effective solution.
- Modification of existing product for better quality and computing cost with market.

Production: -

- Managing production with proper planning and utilization of man power with maximum outcome.
- Scale up of plant batches.
- Tailor making of products to suit on customer needs.
- Packaging meets regulatory.

Q.C:-

- Application of Coil, Can and Spray Coating
- Issuing formation for production.
- Solve on-line problem.
- Colour match and QC of production batches.
- To Calibration on all instruments
- To maintain the quality as per company's specification.

As Business/ Sales Manager

- Business Development.
- Key Account management to create new business, restarting business with previous customers and maintain business relation.
- Looking for new opportunities to develop business and customer portfolio.
- Technical support for new development or existing product for better performance of cost related matters.
- Technical and Nontechnical service after sales for keeping satisfy customer.
- Market analysis for new requirement.
- Providing support to internal department for smooth and faster communication with customer.

Knowledge of Product:

- ❖ Industrial Product:
 - Polyurethane – Epoxy – Quick Drying product – Stoving Enamels – N C – Hammer tone finish - Synthetic Enamels.
- ❖ Coil Coating Product:
 - Primer – Polyester, PU.
 - Topcoats – FEVE, PVDF, HDPE, High Flexible 0 T, Polyester.
 - Back coats & Clears – Epoxy & Polyester.
- ❖ Can coating Products:
 - External Basecoat – Polyester & Acrylic.

- Over Print Varnish – Acrylic, Modified Polyester & Epoxy Ester
 - Internal Coatings, FDA & Non-FDA – Epoxy Phenolic Gold, Buff, White Lacquer, Aluminized.
 - Non-Varnish for Pail & leads – Polyester & Acrylic.
 - Sealing Compounds – PVC Sealing Compound.
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India Experience

4 Different company in time period of January August 1996 to January 2008.

- Esdee Paints Ltd – Ahmedabad.
- Madhuram Paints.
- Gunjan Paints Ltd.
- Sarika Paints.

Job Title – Assistant Technical Executive / Technical In charge.

Responsibilities;

- Product Modification.
- New Product Development.
- Cost Reduction.
- Paint Evaluation.
- To maintain ISO Paper Work.
- To take a trial at customer's end of sample Developed as per customer's requirement.
- To give all technical satisfaction to customers about products.
- To solve the online problem and give satisfactory suggestion to customers

Education Qualification

BSC With 62%
Bachelor of Science (Chemistry) From Gujarat University
Ahmadabad (1996)

H S C with 49%
Higher Secondary Certification from Gujarat secondary Board (1993).

S S C with 61%
Secondary School Certification from Ahmadabad (1990).

Extra Curricular Activities:

- * Playing Cricket in University level.
 - * Knowledge of ISO 9001-2000
 - * Knowledge of Computer with ORACAL
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Personal Details:

Permanent address : S/o. Khatri Narhariprasad M.
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India
Passport no : N 2981529
Mobile No : +971 50 3782180
Date of Birth : 18th April 1975
Sex : Male
Marital Status : Married
Languages known : English, Hindi, Gujarati.

Sincerely

Hiren N. Khatri

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