**Pavan Kumar Bhimsingh Chavan**



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Competent personal with 6+ years of extensive experience in Marketing, Business Development & Procurement in Asia, Europe, USA with an conglomerate MNC having a global turnover of more than $2 billion over half decade.

Areas of strength include Quick learner, ability to have high self analysis and logical capacity for forming innovative solutions through keen insight, confidence, decision making, flexibility, high sense of commitment & responsibility. Keenly interested to explore a challenging role in an esteemed organization wherein growth can be achieved mutually.

**Work Experience**

**– Guangzhou Mainland Global Ltd., China**, **Darvesh Group**  **July 2013-Present**

*A proud member of a 100 year old diversified company, Darvesh Group. The Company involves in manufacturing of Plywood’s and Packaging Tapes in China. Further, Trading of various building materials, chemicals etc.*

*– Mega Merchant International HK Ltd., Hong Kong (Parent Company, Hong Kong)*

*–Xuzhou Mega Industries Ltd., China (Manufacturing of PLYWOOD & PACKAGING TAPES)*

**International Marketing Manager**

* A proud member of the **Working Board Committee** for the china office and directly reporting to the Directors/Shareholders of Darvesh Group..
* **Specialist** in the product knowledge of Plywood and Packing Tapes.
* Core responsibility to raise the overall potential of the top and bottom line of the company.
* Acting as the key liaison between **product manufacturing/acquiring and Sales** with a leadership role in the **development** of product profiling and marketing strategies for revenue growth and profitability.
* Administration of the factory **inspection and quality Control** for the manufacturing of Plywood/Packing Tapes.
* **Procurement/Sourcing specialist** by profound analysis of International market, with excellent communication, negotiation and relationship management skills and abilities in liaising with other factories/mills for sourcing/trading for global clients
* Responsible for the full spectrum of **recruiting process** for the Marketing/Sales team .Currently a 10 member team is reporting into me.
* Structuring **Business Development Plan** for the entire Darvesh Group, by Constant Business Visits Globally and actively **participating in International Trade Fairs/Exhibitions**.
* Re-engineering, process improvements and using **Digital Marketing** as a platform to **generate leads** and also to maintain good relationship with existing as well as new clientele.
* Well versed with modern production techniques and global knowledge for various **Building Materials, Timber and Packaging Products Worldwide** with cross functional experience.
* Developed the **company website, catalogs and brochures.**

**– Abou Nabil LLC, Muscat, Oman** **July** **2009– October 2011**

*A proud member of Darvesh Group , Supply of Timber – soft and hard wood and other building materials to the construction industry.*

**Marketing Manager**

* Managing and generating domestic sales for Timber and building material.
* Re-engineering the logistics, stock management and the operations of the company.
* Elevate the organization’s total domestic sales.
* Involved in extensive market research and to check feasibility for business development.
* Providing Leadership to the existing sales executives in grip existing customers and uplifting the sales.

**Internship**

**– Fetise Fashion Pvt. Ltd., Bangalore, India May 2012- July 2012**

*Online shopping portal for major international brands and home-grown apparel & accessory brands.*

**Business Development Executive**

* Work with major International and homegrown apparel & accessory brands.
* Make them understand Fetise’s business model & benefits of working with them.
* Solicit brands & vendors to work with Fetise by negotiating the terms in line with their business model.
* Keep an track of all the events which go live on d website of the major competitors.

**Academic Qualification**

* **Master of Business Administration in Marketing -** Bharathidasan University Bangalore, India, **2011 - 2013**
* **Post Graduate Diploma in Business Management in Marketing & Finance -** EDII Bangalore, India**, 2011 – 2013**
* **Bachelor Business Management in Marketing –** Bangalore University (New Horizon College, Bangalore, India), **2006 – 2009**

**Additional Qualification**

* **Business English Certification, Vantage** from **University of Cambridge, 2011**.
* Certified as **Microsoft Office Specialist** from **Microsoft , 2012**
* Have successfully passed the **Toastmasters international**, **2012**
* **Leadership** Training Camp in **2008**

**Reference**

Available upon request