

VIRAL ARVINDBHAI KAMDAR

Phone: (+91) 96017 58268
viral.kamdar.us@gmail.com

Residing :- Rajkot, Gujarat, India



Highly competent professional offering form an education, strong background of knowledge, valuable experience, skills and attributes for a rewarding role in the domains of Marketing & Human Resource, Equipped with 7+year so settled performance in directing wide range of Marketing activities, feasibility of 4P's in market. I possess sound knowledge in Market Knowledge, Eager to deliver key significant contribution towards organization's growth by consistently achieving set targets, developing strategic plans and identifying market opportunities that will bring financial productivity and business optimization.

Proficient and accomplished in specialist with International Business and export Business.

5+ year qualified with managing multi- disciplinary and multi-country working. Best working proven track record as well as compliances and certifications knowledge.

Set of Skills: - Result oriented manager, hands on working approach, motivated team player excellent communication skill, Negotiation, analytical skills.

EDUCATION

MBA RK University, Marketing + HR
Master Project "Marketing SBI Bank POS"

June 2014

BBA Saurashtra University, Electrical Engineering
Thesis: "Uday Ceramics Marketing"

June 2012

HONORS AND AWARDS

Best Marketing SBI Bank POS machine selling We were given target to sell Point of sell devices of bank for cashless transection.	2013
Accent Training Program Accent training program for American and British accent	2006

OTHER QUALIFICATIONS

Accent Degree – Station e language LAB	2007
DIPIETE (Electronics and Communication)	2006

CAREER SNAPSHOT

International Business Manager Ariane Fine Porcelain Tableware India.	Jan 2020 Continue
Export Manager @ Oasis Tiles Morbi India	Jan 2018 to May 2019
Assistant Professor @ Marwadi University Rajkot India	Aug 2014 to Dec 2017

PROVEN JOB ROLES

International Business Manager, Ariane Fine Porcelain (UMBERTO) International Pvt. Ltd.

- Handling the old client as well as for the new clients.
- Business development process as well as marketing activities handling.
- Attending Fairs and Exhibitions as well as International Travelling.
- Clients account handling and retaining old clients
- Lead Generations as well as new client development.
- Activities – Sampling process, New product development and launch, personal visit for clients, travelling.
- Region Handling – Latin America (Brazil, Argentina, Uruguay, Paraguay, Peru), Mexico, Canada, Nordic countries(Sweden, Norway, D3enmark, Finland) UK, Poland, African countries(Kenya, Tanzania), CIS countries (Kazakhstan, Azerbaijan, Uzbekistan), SEA (Vietnam, Indonesia, South Korea, Japan)
- Till date successfully opened up 5 accounts clients

Export Sales Manager, Oasis Tiles India Pvt. Ltd.

- Look out for market of export opportunities in different countries
- Be present Exhibitions fair of in Different countries
- Research and making out list out buyers of foreign countries business development
- Specialized in communication so got the area of Europe region as well Mexico and Brazil and USA
- Developing data of clients
- Nurture out opportunities of market.
- Successfully opened up Oman Market as well Kenya market and Brazil.
- Travel countries till date for work Kenya, Tanzania, Madagascar, UAE, Qatar, Oman, Bahrain, and Brazil.

Assistant Professor, Marwadi University

- Daily lectures of both subjects of specialization.
- Prepared material for students, how they can easily understand the subject as well as providing material for it.
- GTU's work as Duty officer and Paper Setter, Examination handling, Core T.L. for NAAC work
- Student's development program and Design extracurricular activities.

PERSONAL INFORMATION

Date of Birth: 4th Dec, 1987
Languages Known: English, Hindi and Gujarati
Marital Status: Married
Hobbies: Reading Motivational Books, Research work, travelling.

REFERENCE

DR SANDIP DHAKECHA

HEAD OF BUSINESS STUDIES & PROFESSOR AT LIAISON COLLEGE, ONTARIO, CANADA

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MR. ANSH ABHAY BHARDWAJ

LAWYER (GUJARAT HIGH COURT)

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