

# CURRICULUM VITAE

**RAVI MAKATI**

**MOBILE NO. +91 91066 97577**

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## **CAREER OBJECTIVE:-**

To be a part of company and help in its progress by being committed and gives my 100% to the job. Keep moving ahead of all by utilizing all experience & improving knowledge in a progressive & positive way.

## **WORK EXPERIENCE: - 9YEARS**

### **PresentEmployer:- Hindware Ltd.**

(Manufacturing of Sanitaryware,Faucet)

Designation: - Area sales Manager

Duration of work: - July2022 to Continue.....

Area of operation: - Saurashtra & Kutch

Reporting to: - Regional Manager

### **Key Results Area:-**

- Promotion, Branding, advertisement, marketing **HINDWARE LTD.** dealers, architects, interior designers, civil project engineers, builders, developers & contractors.
- Generating Inquiry from architects, interior designers, civil project engineers, builders, developers & contractors.
  - Handling existing dealers & appointing of new dealer area wise.
  - Site mapping of different area of saurashtra & kutch.
  - Daily meeting with new & existing dealers, architects, civil project engineers, builders, developers & contractors area wise.
  - Sampling before order by applicator to understand result of products.
  - Converting inquiry in order and execute order.
  - Organizing architects, interior designers, civil project engineers, builders, developers & contractors meeting quarterly, half yearly & yearly area wise.
  - Execution of order up to hand over.
  - Organizing market research.
  - Participating in events and arranging promotional events.
  - Maintaining and increasing sales of company products
  - Communicating with clients, Collecting customers feedback and market research
  - Responsible for advance payment collection.

**PresentEmployer:- GREENLAM INDUSTRISE LTD**

(Manufacturing of WPC, MDF, Wooden Flooring, Laminates & PVC sheets)

Designation: - Territory sales Manager

Duration of work: - April- 2021 to june2022

Area of operation: - Saurashtra & Kutch

Reporting to: - Regional Manager

**Key Results Area:-**

- Promotion, Branding, advertisement, marketing of **GREENLAM INDUSTRIES LTD** to dealers, architects, interior designers, civil project engineers, builders, developers & contractors.
- Generating Inquiry from architects, interior designers, civil project engineers, builders, developers & contractors.
- Handling existing dealers & appointing of new dealer area wise.
- Site mapping of different area of saurashtra & kutch.
- Daily meeting with new & existing dealers, architects, civil project engineers, builders, developers & contractors area wise.
- Sampling before order by applicator to understand result of products.
- Converting inquiry in order and execute order.
- Organizing architects, interior designers, civil project engineers, builders, developers & contractors meeting quarterly, half yearly & yearly area wise.
- Execution of order up to hand over.
- Organizing market research.
- Participating in events and arranging promotional events.
- Maintaining and increasing sales of company products
- Communicating with clients, Collecting customers feedback and market research
- Responsible for advance payment collection.

**LastEmployer:- STONEX INDIA PVT LTD**

(Leading manufacturing company of Italian natural Marble Stones)

Designation: - Sr. Executive – Business Development manager

Duration of work: - January 2019 to March 2021

Area of operation: - Saurashtra & Kutch

Reporting to: - Regional Manager

### **Key Results Area:-**

- Promotion, Branding, advertisement, marketing of **STONEX INDIA PVT LTD** to architects, Interior Designers, PMC, Contractors, builders, Applicators and clients.
- Generating Inquiry from architects, Interior Designers, PMC, builders & Contractors.
- Site mapping area wise of entire Saurashtra & Kutch.
- Providing samples to architects and interior designers as per the requirement.
- Doing measurement, sending quotation to products users.
- Providing mock up sample to required project architects & promoters.
- Daily meeting with new & existing architects, Interior Designers, PMC, builders, contractor's area wise.
- Follow ups to all inquiries & leads.
- Converting inquiry in order and execute order.
- Organizing dry & wet cladding onsite and offsite training to applicators quarterly area wise.
- Execution of order up to hand over.
- Organizing market research.
- Maintaining and increasing sales of company products
- Communicating with clients, Collecting customers feedback and market research.
- Responsible for advance payment collection.
- Handling service call & achieving quarterly & yearly sales target.
- Responsible for after sales service.
- Weekly reporting to seniors.

Third Employer:- **RUSHIL DECOR LTD**

(Manufacturing of WPC, MDF, Wooden Flooring, Laminates & PVC sheets)

Designation: - Marketing Executive

Duration of work: - April- 2014 to December-2018

Area of operation: - Saurashtra & Kutch

Reporting to: - Sales Manager

### **Key Results Area:-**

- Promotion, Branding, advertisement, marketing of **RUSHIL DECOR LTD** to dealers, architects, interior designers, civil project engineers, builders, developers & contractors.
- Generating Inquiry from architects, interior designers, civil project engineers, builders, developers & contractors.
- Handling existing dealers & appointing of new dealer area wise.
- Site mapping of different area of saurashtra & kutch.
- Daily meeting with new & existing dealers, architects, civil project engineers, builders, developers & contractors area wise.

- Sampling before order by applicator to understand result of products.
- Converting inquiry in order and execute order.
- Organizing architects, interior designers, civil project engineers, builders, developers&contractors meeting quarterly, half yearly & yearly area wise.
- Execution of order up to hand over.
- Organizing market research.
- Participating in events and arranging promotional events.
- Maintaining and increasing sales of company products
- Communicating with clients, Collecting customers feedback and market research.
- Responsible for advance payment collection.
- Handling service call & achieving quarterly & yearly sales target.
- Responsible for after sales service.
- Daily reporting to seniors..

**PERSONAL INFORMATION :-**

Full Name: - Ravi Jayantilal Makati  
ADDRESS: - Richfield Apartment, Ambika Township,  
Nana Mava Road, Rajkot – 360005. Gujarat.  
Mobile No.:- +91 91066 97577  
Email ID: - [ravi.makati@gmail.com](mailto:ravi.makati@gmail.com)  
Date of Birth: - 19<sup>th</sup> August, 1988  
Marital Status:- Married  
Known Language: - Gujarati, Hindi & English  
Hobbies: - Cricket, Reading, Travelling & Research  
Qualification: - M.A passed in 2013.

**COMPUTER SKILL:-**

M.S office, internet, coral Draw, CCC in DOEA SOCIETY

**DECLARATION:-**

I do here by declare that all the above information is true and accurate to the best of my knowledge.

**Place: Rajkot, Gujarat, India**

**Ravi Makati**

