

## **CURRICULUM VITAE**

**NISHANT.SHASHI.NAIR**

Email: nairnishant37@gmail.com Contact

no. +91-9920519943

### **Career Objective:**

Looking for a challenging position in a professional organization, where I can enhance my skills and strengths in conjunction with the goals and objective with independent responsibility.

### **Academic Qualifications:**

<b>Qualifications</b>	<b>College</b>	<b>University</b>	<b>Year of passing</b>	<b>Percentage</b>
T.Y B.com	Correspondence Indian School of Management.	EIILM University	2012	69.31%
HSC	Alpha Junior College.	Mumbai University	2008	42.71%
SSC	Wadia High school, Andheri (W)	Maharashtra Board	2006	37.60%

### **Professional Certification:**

- Diploma in Airport ground handling & Travel Tourism Management from "IIFLY AVIATION TRAINING CENTRE", Andheri (E), Mumbai
- Completed diploma in Technical training of Air Conditioner & Refrigeration from Agnel Institute of Technical Training.

### **Work Experience:**

1) Currently working with Kanha Plastics Pvt Ltd as a Sr. sales Executive (from Oct-2021 to till date)

Organizing sales visits.

Handling primary and secondary sales.

Demonstrating and presenting products.

Establishing new business and distributors

Attending trade exhibitions, conferences and meetings.

Aiming to achieve monthly or annual targets.

Taking care of Maharashtra region sales

2) Worked as Sales Executive With Prince Pipeing System As a Sales Executive For Industrial Sales. ( From Oct 2015 to Jan 2021).

Organising sales visits.

Handling primary and secondary sales.

Demonstrating and presenting products.

Establishing new business and distributors

Maintaining accurate records.

Attending trade exhibitions, conferences and meetings. Reviewing sales performance.

Aiming to achieve monthly or annual targets.

3) Worked as Sr. Sales Executive in Didwania Sales Corportaion Is All over India Authorized Distributors for Polycab Wires & Cables Pvt.Ltd & KEI Cables. (Feb 2013 to Jul 2015).

4) Worked as Sales Executive in **Tegh Cables Pvt Ltd.** is All over India Authorized Distributors for **Polycab Wires & Cables Pvt.Ltd** & Channel partner for **PHILIPS**. (Jan 2010 to Jan 2013).

- To Market and Sell the Company's entire range of Cables and allied products to various Utilities, Contractors, Industries and builders.
- Decide on Pricing & Marketing Policy and setting up of sales targets,
- Attend / negotiate the tenders & secure the order. Ensure smooth execution of the order by coordinating with customer, Manufacturing Plant, logistics, accounts / finance etc. and timely collection of payments.

5) Worked as CCA in **Aryan Life Style brand (Tommy Hilfiger, Levi's, and Nike)** from Apr 2008 to Dec 2010.

**Hobbies:**

- Riding bikes
- Listening Music
- Travelling
- Photography

**Strengths:**

- Hard Working
- Self Confidence
- Time Punctual
- Quick Learner
- Positive thinking

**Personal Information:**

- Name: Nishant Shashi Nair.
- Address: B-1, Dwarkanath Pathak Chawl,  
Koldongri, Sahar Road,  
Behind Jeevan Vikas Hospital,  
Andheri East, Mumbai 400069.
- Date of Birth: 16<sup>th</sup> of April 1991.
- Sex: Male
- Height: 6.1 inches (185)
- Weight: 96kgs
- Nationality: Indian
- Languages known: English, Hindi, Marathi.
- Passport Details: Passport no: 1695673
- Date of Issue/Expiry: 16/08/2010 to 15/08/2020.

Nishant S.Nair.