

**Ravikant Vasantao Chobitkar**

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**Objective:**

Enriching the experience gained over the years by learning additional methods of conducting business and learning new ones; thereby contributing to the growth of the organization.

**Summary:**

Experience Engineering graduate in sales and marketing professional with an extensive **ready mix** industry exposure of more than 17 years. I have reached a level where I wish to consolidate my experience and exposure. I am looking for a more challenging and rewarding role where I can apply the skills and knowledge I have acquired now.

**Brief work profile:**

- 1 Worked with RDC concrete as Business Manager (May 2017 to Sep 2022)
- 2 Worked with ACC Concrete Limited, Ready Mix division (JUN2006 to April 2017)
- 3 Worked with L&T ECC division (Ready Mix Concrete) as a Marketing In-Charge at Dahisar Plant in Mumbai from July 2005 to May 2006
- 4 Worked with ACC Cement Division in Nagpur & Akola district technical officer from March 2004 to June 2005.

**Work Experience:****RDC Concrete Limited –(May-2017 to April 2022)**

Joined as a Manager Operation in Metro project Plant @ Wadala a Site Based Plant  
(From May 2017 to Dec2018)

Promoted as Business Manager Mangalore, Karnataka (Jan-2019 to Oct -2021)

Worked as Business Manager site Base Plant @ Shree Cement Navalgarh, Rajasthan

**ACC Concrete Limited –(DEC-2010 to April 2017)**

- Worked as Sales & Operation In charge Surat (**Expand business from one Plant to 3plant in my tenure**)
- Plant In-charge from 2010 to Oct 2014. Handling key Project Sales, including Reliance, Isolux(French infra Co.) Essar steel. NTPC, L&T
- Responsible for EBITA of Surat city
- Handling and monitoring key accounts and maintaining the daily sales outstanding report

**Key Achievement:-**

**(Develop business in the Industrial segment and won Reliance Order of 2lac cum in 2014)**

**(A loss-making unit after 2010 is in a profitable cost center)**

**Work in sales – PUNE (Hinjewadi Plant) from 2009 to 2010**

- Hardcore Concrete sales and marketing
- Complaints handling and resolution with the QC team
- Regular customer follow-up and feedback to improve quality and service
- Realization of payments and collections as per the monthly targets.

**Work as Logistic officer from 2008 to 2009 (Mumbai)**

- Worked in the Customer Service Dept as a distribution and service in charge for Mumbai region.
- Responsible for planning and scheduling of concrete pours for on time delivery .
- Cost control by optimizing the use of resources like transit mixtures and concrete pump

**KEY Achievement**

**(Increase utilization of resources by 12%)**

**(Reduce Cost by 4%)**

**Work in Businesses Development from 2006 to 2008**

- Analysis for business growth in respective city
- All Statutory clearances and NOCs for setting up a unit from respective Government Authorities including Municipal Corporation, Pollution control, Health Dept, NHAI, etc.
- All execution work related matter.
- Survey for proper land for setting unit.
- Planning and scheduling of all the activities within a certain time frame.

**KEY Achievement**

**(Ready mix plant executed with 42 day@ Lodha Belessimo ,N.M.Joshi Marg ,South Mumbai)**

**Larsen & Toubro ECC division - Read Mix Concrete Unit, Mumbai as Marketing in Charge (Dahisar Plant) from July 2005 to May 2006.**

- Joined as Assistant Engineer in Marketing Division and was promoted to Marketing In charge in October 2005.
- Hard core Concrete sales and marketing.
- Responsible for achieving the monthly sales target.
- Complaints handling and resolution.
- Providing consulting services and support for and quality of concrete to customers.
- Regular customer follow up and feedback to improve quality and services.
- Realization of payments and collections as per the monthly targets.

- Winner of best plant (Dahisar plant) in India at L&T RMC for 2005-06 for overall performance.

**ACC (Associate Cement Company Limited) as Technical Representative in a customer service department from March 2004 to June 2005.**

- Handling retailers and dealers in Nagpur and Akola districts.
- Appointing new dealers and retailers in the 2 districts.
- Conducting masons, contractors and engineers meet.
- Organizing architects meet with the CSD manager.

**Academic Qualifications:**

Exam	Year Passed	University/Board	Percentage	Division
BE - Civil	2003	Nagpur University, Nagpur	56%	II
HSC	1996	Pune Divisional Board, Pune	68%	I
SSC	1994	Nagpur Divisional Board, Nagpur	64%	I

**Executives –MBA in Marketing (distance learning)**

Computer Skills : Ms-office, SAP.

**PERSONAL DETAILS:-**

**Name** : **Ravikant Vasantrao Chobitkar**

**Date of Birth** : **15/08/1978**

**Gender** : **Male**

**Nationality** : **Indian**

**Marital Status** : **Married**

**Languages Known** : **English, Marathi & Hindi**

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