

# **NAINESH KANSE**

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## **CAREER OBJECTIVE**

Seeking the position at the place where I can strive for Excellence, Creativity and Innovation in the field management and development with dedication, focus, proactive approach, positive attitude and passion, and to utilize my knowledge and skills in the best possible way to fulfill organizational goal

## **ACADEMIC CREDENTIALS**

- B.com 2006 from J.Z.Shah Amroli Commerce College ,South Gujarat University, Surat
- MBA (Marketing Management) United Business Management,Belgium.(2012)

## **PROFESSIONAL EXPERIENCE**

1. Have worked as Banking Officer in ICICI Prudential bank from January 2007 to December 2007
2. Have worked as Sales Officer in HDFC Bank January from 2008 to September 2008.
3. Have worked as Sales Manager in Reliance life Insurance from November 2008 to August 2009.
4. Have worked as Sales In-charge in SunStar Co. ltd from December 2009 to March 2011.
5. Have worked as Sales In-charge in Sunrise Import & Export pvt ltd from April 2011 to February 2016
6. From APRIL 2016, I have been working with ZHEJIANG SUN JACQUARD CO.Ltd. as a Sales Manager.

## **JOB RESPONSIBILITIES -**

- Collecting data form business owner of jacquard machine industry,
- To discuss with them about their future plan and forecast of trend in industry and accordingly promoting the industrial machinery for jacquard units with best services.
- To provide input to the management about the nature of local market and gap reducing measures.
- To help in organizing exhibitions of product launch and promotion.
- To build constructive rapport and business relationship with company owners
- Making data analysis and presenting the suggestions and findings in front of management.
- To make comparative analysis with competitor's product for market strategy and product improvement.

## **ACHIEVEMENTS**

- Contested in General Secretary election T.Y.B.Com Amroli Commerce College.
- Visit North Korea regarding Attending Exhibition for SWF CO. LTD.

## **PERSONAL CREDENTIALS**

- Key Skills:Analytical Ability, Fluency in English, Creativity.
- Computer literacy: Expert in Microsoft Office, Internet surfing and email technology..
- Interests: Surfing Internet, Watching and playing cricket, Computer game.
- Birth date: 26,July 1985.
- Language proficiency: English, Hindi, Gujarati.

