

Devang Oza

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About me and brief overview :-

Results-driven sales manager having extensive career in sales of various building materials . Familiar with diverse promotions, events, networking, and business development. Able at developing productive relationships with local builders, specifiers, and dealers.

- ✓ More than fifteen years of experience in sales of building materials.
- ✓ Experience of working with well-known professionally managed companies with reputed brands in the sector.
- ✓ Demonstrated track record of successfully carrying out sales, marketing and business development tasks.
- ✓ Conversant with Institutional (Project) sales and Channel (Retail) sales.



Education

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|---|---|
| ▪ Diploma In Plastics Engineering
Govt Polytechnic Ahmedabad, Gujarat | Completed in 1999
75 % Marks |
| ▪ Bachelor in Business Administration (BBA)
Sikkim Manipal University, Distance education | Completed in 2014
75 % Marks |
| ▪ <u>Skills</u>
Languages – English , Hindi , Gujarati
MS office and internet application proficiency | CRM Knowledge – Salesforce
Basic knowledge of Accounts |



Personnel Details

Birthdate : 12 , November 1978
Nationality : Indian

Gender : Male
Marital status : Married



Work Experience

1) SAPA BS India Pvt Ltd

Since September 2019 till present
Area Sales Manager - Gujarat

“ Technal ” is an international brand for Aluminum system windows and façade of Hydro group Europe . The company is one of the leading innovators globally for high performance façade solutions and durable Aluminum window systems.

Job profile and responsibilities -

- Overall responsibility of sales, technical coordination and receivables for Gujarat.
- Sales include Projects , institutional sales and premium retail sales at villas etc.
- Business development by specifications through architects and PMC
- Addition of new fabricator partners and showrooms.

2) RAK Ceramics (I) Pvt Ltd –

April 2018 – August 2019
Sales Manager, Sanitary ware – Gujarat

RAK ceramics is a reputed MNC in India in ceramic industry. RAK is a leading manufacturer of ceramic tiles, vitrified tiles & Sanitaryware's. RAK showcases its product range through its company showrooms and extensive dealer outlets PAN India .

Job profile and responsibilities -

- Handling sales and other operations for RAK sanitaryware in Gujarat for Project and Channel sales.
- Handling and guiding team of sales persons .

3) Dorset Kaba Security Systems Pvt Ltd

March 2013 to April 2018
Deputy manager, Institutional Sales – Gujarat

“ Dorset “ was a joint venture between Kaba – Switzerland and Dorset group of India . Dorset is one of the largest manufacturers of locking systems and architectural hardware products. The company also markets electronic locks, access control systems & other construction hardware. It has been awarded with Powerbrand and Super-brand awards.

Job profile and responsibilities -

- Generate sales from Developers, Government project and Institutional projects
- Close contact with architects and specifiers for approvals.
- Effective implementation of company policies and manage receivables .
- Provide installation, technical guidance and handle aftersales service .
- Coordination with dealers, distributors and channel partners .
- Handling team of salesperson .

4) Wipro Enterprises P Ltd . (Electrical Wiring Products-)

June 2010 to March 2013
Area Sales Executive - Ahmedabad

*“ Wipro ” is a well known company and an Indian MNC . It is a diverse group having presence in FMCG , Lighting , Furniture & electricals. Served Wipro in modular switches and wiring devices division with brand name “ **NORTH-WEST** ” . It products range was premium modular switches , MCB , Distribution products . IT also had some value added products like IR based scene controller and standalone security system etc .*

Job profile and responsibilities -

- Sales & marketing of premium modular switches, Distribution board & other wiring devices in the area of Ahmedabad & North Gujarat .
- Generate sales from Builders , Architects , Govt. & Institutional projects. → Develop retail sales network in the area .
- To establish & develop new channel Stockists & retailers.
- Handle a team of Sales promoters and lead them to achieve defined objectives.
- Arrange and handle promotional activity like Electrician meets, exhibitions, ensure effective merchandising .

5) Finolex Industries Ltd. (Pipes Division)

Aug 2006 to June 2010
Sales Executive - Ahmedabad

One of the Super brand in PVC Pipes and fitting segment and a well known company . It is largest manufacturer of PVC pipes with backward integration to PVC resin manufacturing . Commitment towards quality is the core value of the company . As a necessity PVC pipes are used vastly in various sectors like infrastructure , real estate development , irrigation etc . Finolex had its regional offices across the country and manufacturing facilities at Maharashtra and Gujarat .

Job profile and responsibilities –

- Sales & marketing of PVC pipes & fittings in the region of Ahmedabad & North Gujarat
- Develop retail dealer network in the area and increase retail sales .
- Generate sales from builders , industrial projects and Govt. Projects in the area .
- Arrange promotional activity like mason meets, participation in exhibition , events, Factory visits etc.
- Increase awareness about Full product range among Architects, Engineers & Contractors.
- Handling of Dealer sales team & guide them for better sales .

6) Pidilite Industries Ltd.

(Construction Chemicals Div., ROFF - Retail)

March2005 to Aug2006

Territory Sales In charge - Ahmedabad

“Pidilite” - a well known company for its legendary brands . It’s an innovative company in terms of product development, product portfolio and unique marketing style . Admirable strength of the company is its ability to create vast market for its products and then capture a leading market share . The company has a detailed and in-depth approach for customer and sales data beginning from ground level . Construction chemicals is one of the business unit of Pidilite with brands like Dr Fixit and Roff .

Job profile and responsibilities –

- Handling sales of “ROFF” brand construction chemicals in retail segment .
- Retail channel development for part of Ahmedabad , Junagadh and Kutch dist.
- Activities for market development such as mason meets , applicator trainings and branding etc.
- In depth record keeping of sales & MIS .

Date :

Place

Sign :

Ahmedabad , India

Thanks and wishing you a nice time !