


# SUDEEP CHAVAN


## Personal Info

**Phone:** +919561428933 +96898842125 

**Email :-** sudeepchavan45@gmail.com 

**Date of Birth:** - 06<sup>th</sup> January 1989 

**Marital Status:** - Single 

**Gender:** - Male 

**Nationality:** - Indian 

**Passport No.** P6194916

**Oman driving licence:-** 99363322 

## KEY SKILLS

- effective leadership and the ability to motivate others
- the ability to plan and prioritise workloads and delegate accordingly
- customer focus
- the capacity to grasp new concepts quickly
- the ability to multi-task and work under pressure
- shrewd business sense and well-developed commercial awareness
- a desire to work as part of a team to generate fresh and innovative ideas.

## Software proficiency

MS Office Word, Excel, SAP

Outlook, PowerPoint,  
OneNote, Access Google Drive



## PROFESSIONAL SUMMARY

Efficient and effective sales representative with over 5+ years of experience in Business Development, Sales & Strategic Marketing Of sanitary ware and IT . Learned to value Commitment, goal-setting, time bound & result oriented mission as well as initiatives. Cooperative and supportive colleague, able to work autonomously or as part of a dedicated and professional team committed to providing high quality customer care. Dedicated, self-driven focused and result oriented; always one step ahead of challenge.



## Employment History

### Store Sales Manager Salman Store Muscat, Oman

Feb 2021 - Present

- Greet and direct customers
- Provide accurate information (e.g. product features, pricing and after- sales services) Answer customers' questions about specific products/services
- Conduct price and feature comparisons to facilitate purchasing Cross-sell products.
- Ensure racks are fully stocked. Manage returns of merchandise.
- Coordinate with the Retail Sales Representatives team to provide excellent customer service (especially during peak times)
- Inform customers about discounts and special offers.

### Executive Sales (Project) Integrated Technology Work Solution LLC Muscat, Oman

Sep 2019 - Mar 2020

- To get new projects for CCTV, Structure cabling, and complete ELV systems.
- To get quotation from the various suppliers for the following orders and to follow up with the client for order confirmation after submitting Proposal.
- To get Product knowledge by attending various product training and online examinations.
- To visit on site for doing site survey and based on that submit the quotation.
- Product use to handle all types of CCTV, Foc Cabling, Nas storage Device, BFT Gate Barriers, Parametric access control system etc.
- Handling major client base from contracting companies to Architects SME companies.

## Training Programs

- Attended ROCA product training in Dubai.
- Attended JAQUAR product training in Delhi, India
- Attended FRANKE product training in RAK, UAE
- Attended GRAVENA product training in Oman.

## Education and Qualifications

**Ramnarain Ruia College, Mumbai, Maharashtra**

Bachelor of Arts, Jun. 2013

**Ramnarain Ruia College, Mumbai, Maharashtra**

HSC, Commerce, Jun. 2008

**S.V. Joshi, Dobivali, Maharashtra**

SSC, Jun. 2005

## Jr.Executive – Sales ( Project ) Khimji Ramdas LLC – Building Materials Division –Muscat Oman

Aug 2014 - Sept 2019

- Responsible for complete business performance from Procurements to cash for brand, Roca Franke ,TECE, Jaguar, Mediclinic ,Valvex within KR – Handling team
- Coordinating with principals on all aspects sales & marketing for the brands, Product promotion, Maintaining optimum stocks for project & showrooms.
- Interacting with consultant, contractors, architects, interior designers for requirements of
- sanitary wares, bath fittings, wellness products for key projects and convincing them for using products distributed by KR brands like Roca, Jaguar, TECE, Mediclinics, Bagno Design, Franke Washroom Solutions etc (Sanitary wares Portfolio).
- Working closely with consultants & architects for specifications & product approvals and providing technical support to them.
- Relationship building with key clients & contractors.
- Executing the order to the client's satisfaction within the stipulated time frame.
- Attending International Exhibitions for scouting new products & brands for the company,
- Creating various sales and market promotion measures at our showrooms.
- Training new Omani colleagues in our day to day activities.

## CORE COMPETENCIES & SKILLS

- Familiar with all aspects of supplier relation management.
- Ability to cope with dynamic market conditions and develop sales strategy accordingly.
- Ability to work in high-stress environments and to make complex decisions regarding pricing.
- Presentation and negotiation skills.
- Decision making ability.
- Ability to influence people and clients.

**I hereby declare that the above-furnished details are true and correct to the best of my knowledge.**

**Date: -**

**Sudeep Chavan**