

Mr. Prashant Chandrakant Pathade.

Flat no 201, Silver OAK Apt.

Kad Nagar, Undri Pune.

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Career Objectives:

To work in a professional Environment where I can contribute in organization's growth by accepting challenges & utilizing my skill.

Profile Snapshot

A result oriented professional with nearly 6+ years of experience in Sales & Marketing, Business Development and Administration.

- Well organized with track record that demonstrates self-motivation, creativity and initiative to achieve corporate goal.
- Skilled in achieving the Sales goals, developing profitable and productive business relationships and building a client base.

Marketing Skills :

- Effectuating Sales Promotional activities for Brand building and Market Development. Developing and appointing new business partners to expand the product reach in the Market.
- Identifying prospective clients from various sectors and generating the business to achieve targets.
- Planning and organizing the work force to complete the work within given timeframe.

Experience Details:**July 21- Till Date : Sales Manager ; Tisya Building products.**

Products : UPVC , Aluminium Thermal- Nonthermal Windows; Glass Skylights; Pergolas. Claddings .

Responsibilities:

- Scheduling Meetings with Architects, contractors and Builders.
- Introducing the new product range available in Market.
- Negotiation and closing deals.
- Scheduling Production to installation activity at site.
- Reporting the activities to MD

Dec 19 – 31 Mar 21 :Area Sales Manager, Huliott Pipes and fittings Pvt. Ltd.

Products:- PP Silent Pipes and fittings, STP Setup.

Responsibilities:

- Scheduling the meetings with Architects, Consultants and Builders.
- Promoting our Product through various channels.
- Meeting with Consultants for System Options.
- Negotiating and Closing of Order and proceed further.
- Scheduling the dispatch and arranging the work force for execution.
- Scheduling plumbers meet for Product Awareness.
- Performing final inspection and reporting to RSM.

Feb 19 – 31st Dec 19 :Asst. Manager sales (Trade), Classic flooring and interiors Pvt. Ltd. (Squarefoot).

Products:- Engineered wooden flooring, Laminated wooden flooring, Vinyl flooring.

Responsibilities:

- Scheduling the meetings with Architects and Builders.
- Promoting our Product through various channels.
- Site survey and providing solutions.
- Negotiating and Closing of Order and proceed further.
- Scheduling the dispatch and arranging the work force for execution.
- Performing final inspection and reporting to G.M.

May 17 – Jan 19 : Manager sales & Service, IGI Corporation Pvt Ltd. Bangalore.

Products:- Steel Fire Doors, Glass fire doors and partition, Passive fire Products.

Responsibilities:

- Scheduling the meetings with Architects and Builders.
- Promoting our Product through various channels.
- Site survey and providing solutions .
- Negotiating and Closing of Order and proceed further.
- Scheduling the dispatch and arranging the work force for execution.
- Performing final inspection and reporting to M.D.

Oct 14 – May 17 : Sr. Sales Engineer in Vijay Systems Engineers Pvt. Ltd.(Mumbai.)

Products:- Steel Fire Doors, Coopers Fire Curtain (UK), Passive fire Products.

Responsibilities:

- Scheduling the meetings with Architects and Builders.
- Promoting our Product through various channels.
- Appointing and supporting the Dealers to expand product reach.
- Negotiating and Closing of Order and proceed further.

- Making the Production schedule.
- Scheduling the dispatch and arranging the work force for execution.
- Performing final inspection and reporting to G.M.

July12 – 14 : Sales Officer in Tisya Impex Pvt. Ltd.(Pune.)

Prodducts:- VEKA UPVC Windows and Doors, Skylights, Cladding and decking products, Curtains.

Responsibilities:

- Scheduling the meetings with Architects and Builders.
- Introducing and promoting our Product through various channels.
- Develop Dealer network to expand product reach.
- Negotiating and Closing of Order.
- Scheduling the dispatch and arranging the work force.

Nov 08 – Apr 09: As a Software Trainee at Innovative Automation Pvt. Ltd. (Satara.)

Responsibilities:

- Design and development of the Application.
- Installation and onsite testing of Application.
- Maintenance and up gradation as per requirement.
- Reporting to M.D.

Project Details

- **1energyportal.net (MBA)**
- **Company/Organization** Tisya Impex pvt.ltd.
- **Details** Promotional Strategies For “1energyportal.net” site
- **Role** Responsible for the strategy building & defining customer base for 1energy site.
- **DRO Application (innovative Automation Pvt Ltd)**
- **Company/Organization** Industrial Project
- **Tools/Technologies** VB 6.0, Microsoft Access.
- **Details** All applications related to DRO.
- **Role** Original design, coding and creating GUI.

Educational Qualification:

- M.B.A from Shivaji University Kolhapur. 2012.
- B.C.A from Shivaji University Kolhapur. 2008.
- Class 12th from Kolhapur Higher Secondary Board, Kolhapur.
- Class 10th from Kolhapur Secondary Education Board, Kolhapur.

Other Achievements:

- Secured 2nd rank in Paper Presentation Competition" SPIRIT 2008" On "ERP System."
- Participated in Intercollegiate Competition "QUEST 2005"& got following prizes
 1. Best Personality Winner.
 2. Winner Of Pantomime.
 3. 1st Runner up of Role Play.
- Winner for Add-addict in RIT College Sakharale.
- 2nd Rank in State level Mega Dance Competition.
- Awarded as the "Best Outgoing Student 2011"at A.M.G.O.I.

Personal Details:

Gender	: Male
Date of Birth	: 19th May 1986
Marital Status	: Married
Religion	: Hindu
Nationality	: Indian.
Mobile	7718819787

Declaration:

I hereby declare that all information above described is true, valid and best as per my knowledge.

Date :

Yours faithfully,

Place :

Prashant Chandrakant Pathade