

Sunny Barejia

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Career Objective

Seeking a career to utilize my knowledge and personal skills to gain comprehensive understanding of a reputed organization, so as to take responsibility & contribute significantly

Professional Experience:

Davos Trimpex Pvt. Ltd. 2020 - Present
(Export Manager – Tiles & Sanitaryware) Ahmedabad, Gujarat

- Handled end-to-end export business of company
- Responsible for Client Handling, Documentation, Export Compliances, and Customer On boarding
- Handled Export of Ceramic Tiles in international geographies like Gulf, Europe, APAC, etc
- Monitor competitor activity, and aligning companies mission accordingly
- Prepared Price list of all new product category and updated customer dynamically on various types of tiles

Sunny Travels 2019 - 2020
(Co-founder – Family Business) Ahmedabad, Gujarat

- Responsible for end-to-end business strategy and growth of company
- Handled and managed customer relations and client on-boarding thereby increasing revenue base of company
- Collaborated, developed and trained team to help them achieve their sales targets
- Cross-functional engagements within teams to increase collaboration
- Monitor competitor activity, and aligning companies mission accordingly
- Achieved 2.5 x growth of company in terms of revenue
- On boarded large customers for company like – Colgate Palmolive, Maruti Suzuki, Sika India, Transformer and Rectifier, etc

Joshi Ceramic Bazaar Pvt. Ltd. 2018 - 2019
(Sales Manager) Ahmedabad, Gujarat

- Responsible for entire sales strategy for Ceramic product portfolio
- Managed customer on boarding, meeting targets, acquiring new customers for the company
- Successfully overachieved quarterly targets of sales for the company

BRITISH PETROLEUM (U.S.A) 2014 - 2018
(Manager - Store and Operations) Georgia, USA

- Responsible for managing end-to-end operations of the store ,thereby increasing customer footfalls
- Deliver excellent customer service and operation standards, in compliance with high HSSE (health, safety, security, environment) standards
- Responsible for focusing on four main areas: people, customer, compliance, and store performance, thereby increasing overall profitability of store
- Responsible for the store's day to day activities, such as staff recruitment, profit and loss, brand management and inventory management
- Handled team of 25 individual and motivated them to excelling their day to day tasks

Perfumania (U.S.A) 2012 - 2014
(Sales and Marketing Manager) Georgia, USA

- Responsible for entire sales strategy of different categories of Perfume
- Showcase of different perfume products to customer, thereby increasing sales for the company
- Managed sales pipeline for the store and increase product penetration

Core Competencies:

- Strategy and Business Planning
- B2B Sales
- Account Planning and Territory Management
- Client Handling
- Customer Success
- Customer Retention and Acquisition
- Market Research

Skills:

- Digital Marketing
- Microsoft Office
- Sales Planning
- International Sales and Documentation

Hobbies:

- Playing Cricket
- Travelling

Academic Qualification:

Graduation	B.Com	Gujarat University	2012
XII	HSC	Gujarat Secondary and Higher Secondary Education Board	2010
X	SSC	Gujarat Secondary and Higher Secondary Education Board	2008