

CURRICULAM VITAE

CHINTAN PATEL

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:9998170123

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To be an important part of an organization and benefit it by using my work experience, knowledge and marketing skills, to achieve organizational goals.

Professional Snapshot

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- ⇒ **10 Years** of experience in the field of Sales & Marketing.
 - ⇒ Proficient ability of management, customer service, public relationship management.
 - ⇒ Very creative, innovative and self-motivated.
 - ⇒ Good communication and team building skills .

Career Contour

Stylam Industries Ltd.

Area Sales Manager

April"2021 to Till Date

Accountabilities:

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- ⇒ Ensure visit to Retailer's/Architect /ID /OEM achieve sales targets.
 - ⇒ Achieve primary sales & Secondary sales as per given target.
 - ⇒ Generate projects where Stylam Laminate brand is specified & manage the lead upto sales closure for laminate.
 - ⇒ Achieve the target number of specification & lead closure in terms of number /value.
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Vaivi Impex India Pvt Ltd.

Assistant Manager - Sales

Nov"2017 to March"2021

Accountabilities:

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- ⇒ Achieve primary sales & Secondary sales as per given target.
 - ⇒ Generate projects & manage the lead upto sales closure for Tiles.
 - ⇒ Achieve the target number of specification & lead closure in terms of number /value.
 - ⇒ Ensure visit to Retailer's/Architect /ID /OEM achieve sales targets.
 - ⇒ Develop loyal base of Architects/ID.
 - ⇒ Ensure proper sampling, launching of new products
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Bell Laminates - Bellano

Area Sales Manager

Feb"2014 toSept"2017

Accountabilities:

- ⇒ Study & analysis of laminate market.
- ⇒ Developing contacts with Dealers, Builders, Architects, Contractors.
- ⇒ Opening new dealers in territory.
- ⇒ Searching for under construction sites for generating the business.
- ⇒ To identify prospective clients to achieve sales targets.
- ⇒ Product promotion activity.
- ⇒ To achieve collection Targets.
- ⇒ Promotional activities like In shop meets, Architect Meets, Dealers Meets.

Airolam Ltd.

Sales Executive


Nov"2010 to Dec"2013

Accountabilities:

- ⇒ Study & analysis of Laminate market.
 - ⇒ Developing contacts with Dealers, Builders, Architects, Contractors.
 - ⇒ Opening new dealers in territory.
 - ⇒ Searching for under construction sites for generating the business.
 - ⇒ To identify prospective clients to achieve sales targets.
 - ⇒ Product promotion activity.
 - ⇒ To achieve collection Targets.
 - ⇒ Promotional activities like In shop meets, Architect Meets, Dealers Meets.
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Educational Background

- B.Sc. H.N.G.U. 2007 Second Class
- H.S.C. G.H.S.E.B. 2004 38.77%
- S.S.C. G.S.E.B. 2000 77.00%

IT Skills: Well versed with MS  Office and Internet Applications.

Personal Dossier

Date of Birth : 21June1984
Permanent Address : A/3, Indranagar Society,
Khed Tasiya Road,
Gokulnagar,
Himmatnagar.
Sex : Male
Marital Status : UnMarried
Hobbies : Travelling, Music & Movies.
Language Known : Gujarati, Hindi & English.
Strength : Team Player, passionate about learning.

I hereby declare that the above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Hoping to be favored.

Mr. Chintan Patel

Date :

Place:

Signature :