

RESUME

H.no. 84, Vavti Vathadeo,
Near Cosme Pharma ltd.
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Swapnil R. Govekar

Objective

"I intend to build a career in leading corporate with committed & dedicated people, which will help me to explore myself fully and realize my potential. Willing to work as a key player in Challenging Dynamic & Creative Environment by upgrading my knowledge base with the latest technologies and sharpening the skills with positive outlooks."

Experience

Jan 2020– Till 2022

Oracle Granito Ltd

Area Sales Manager

- Acquiring adequate knowledge of competitors, market analysis and upcoming projects
- Eager to learn new things, initiative taker, Hardworking, like to work in dynamic & challenging environment, leading from the front.
- Managing existing dealers point and adding new dealers at the territory
- Looking after entire sales projects of goa for Tiles division
- Operating with Dealers point, Architect, Builders and Developers
- Handling customer queries and resolving on priority thus generating good relation in the region

June 2016 – Dec 2019

Swastik Ceracon Limited

Asst. Regional Business Manager

- Handling. existing dealers and developing new dealers of goa
- New Dealer appointment as per the dealership norms wherever required
- Maintaining Healthy & Profitable relation with dealers, Customers and within the organization
- Handling Customer issues and resolving them on priorities thus satisfying them and building relation for long run
- Explaining and updating dealers on their scheme thus boosting moral to do more sales.
- Collection of payment from dealers within the given credit period.

Jan 2014– June 2016

Nitco Limited

Asst. Sales Manager

- New Dealer appointment as per the dealership norms wherever required
- Working on many projects Like Jai bhuvan, Acron Infra, Hotel Solmar, Taj Hotel, Premier Builder, Costa and Associates, Naik Navare Developers, Gera Developers, Goldfiench Resort, Models Construction, Duckle Construction etc.
- Handling Customer issues and resolving them on priorities thus satisfying them and building relation for long run
- Fixing meetings with Builders, Architects, Contractors for new business

June 2012– Jan 2014 RMC Readimix India Pvt Ltd.

Executive – Sales

- Generating Sales for 2 RMC plants in goa
- Carried out survey to grow the business & targeting customers according to their needs
- Follow ups for Sales, outstanding collection etc.
- Making Profitable volume and Collection.
- Acquiring adequate knowledge of competitors, market analysis and upcoming projects
- Collection of outstanding as per the payment terms.

Mar 2009– June 2012 Birla Sun Life Insurance

Agency Manager

- Recruiting Life Advisors and to generate business through them
- Training & Licencing for Advisors
- Making weekly plans, customer visit, Negotiations etc.
- Premium collection and achieving business target .

Sept 2006 – Mar 2009

ACGL GOA

Project Officer

- Handling Expansion Projects of company such as Structural Shed built of M.S, New Production line.
- Looking after the installation of companies expansion project
- Dealing with Purchaser & Vendors for procurement of material/machines

Education

EXAMINATION	UNIVERSITY	YEAR OF PASSING	PERCENTAGE
Bachelor of Commerce	YCMOU	2008 – 2011	63%
Diploma in Mechanical Engg.	Govt. Polytechnic, Bicholim Goa	2002 –2005	58%
S.S.C.E	Radhakrishna Vidyalaya	1997 – 2002	70%

Languages Known

Languages	Speak	Read	Write
ENGLISH	✓	✓	✓
HINDI	✓	✓	✓
MARATHI	✓	✓	✓
KONKANI	✓	✓	✓

If given an opportunity will be valuable asset for the organization as looking for a stable and challenging position where I can explore myself fully, and help organization to grow with acquired knowledge of market, relation and Contacts.

Thanking you

Yours sincerely

Swapnil R. Govekar

