I am Dhaval Barot, the founder of **Nuvya Corporation, Ahmedabad, Gujarat, India**, a company specializing in **Industrial Automation Products Solutions** in India.

With more than 14 years of Sales experience in the Industrial Automation sector/products, I have successfully managed Key accounts, developed business strategies, driven business growth through deep technical knowledge and strong client relationships.

Having worked with leading multinational brands like Wenglor Sensors (Germany) , Murrelektronik (Germany), Domino Printech LLP(UK), Distributor of ABB (Finland), and Omron (Japan), I have developed deep market insights, strong industry relationships, and a vast customer database, enabling to effective position in high-quality automation solutions for the Indian market specifically Gujarat and MP.

I have already **signed a distributor agreement** with a German industrial automation company **(ELCO)** which is in to Sensors, RFID, Connectivity products range, Encoder, IO module IP20 and IP67, pneumatic solutions, Machine Vision(2D/3D), Safety Products and (**Phoenix Contact)** well established brand in Electrification, Networking, Automation, **(Schmersal)** All types of Safety Products and Solution, Along with All major principle is ready to support me to expand and grow their business which demonstrating the trust placed in my expertise, market knowledge, and ability to drive business growth.

Few more collaboration are being discussed and will be finalized eventually.

**Why Partner with Us?**

1. **Local Support to Existing Customers:**

Being based at Ahmedabad, Gujarat , I can provide local support to prospects/ customers as well can explore more business.

1. **Industrial Automation Expertise**:

In-depth understanding of automation products and technologies, including IIoT (Industrial Internet of Things), and how they transform industries for greater efficiency and productivity.

1. **Extensive Product Knowledge:**

Expertise in selling a wide range of automation products, including:

* Electronics and Control Cabinet products like
  + Power supply, Transformer, UPS, Current monitoring Circuit breaker, Buffer module, redundancy Module, EMC Filter, SPD, Managed and Unmanaged Ethernet switches, Tower light and many more.
* Panel Socket with Combination of RJ45/USB/Power
* Cable entry System
* Multipin Heavy Duty connectors for control and power
* Different types of Sensors & Vision Camera Solutions.
* Drives, PLCs, HMIs & IP20 and IP67  I/O Systems,.
* Splitter Box and M8 & M12 Distribution Box, Junction Box
* Safety Products like Safety Scanner, Safety Light curtain and many more.
* Online Batch Coding Solutions.
* Customized Panel Solutions & Control Panel Cabinet Components
* Machine components
* Connectivity Cable Solutions for signal, power and communication applications like M8,M12, M23 connectors and cables
* Communication RJ45/M12 Field bus cables and connectors, Ethernet patch cables and connectors,7/8” connectors.
* Servo cables and Encoder cables and connectors
* Valve cables and connector

1. **Existing Customer/Prospects Knowledge:**

Extensive experience in managing relationships with both **OEMs and end-users**, ensuring customer satisfaction and fostering long-term partnerships .Existing Customer/Prospects base which helps to generate high sales volume.

A well-established network with across multiple industries. like:

* Automotive, Steel Ind & Processing Plants,
* Robotics & Palletizing Applications Plastic & Packaging
* Textile
* Pharmaceuticals,
* Food & Beverages
* Machine tools
* Packaging
* SPM
* Steel Industry
* Semiconductor Ind and many other.

1. **Technical Support & After-Sales Service:**

Skilled in offering application-specific technical sales and post sales support to enhace customer satisfaction, providing solutions tailored to the unique needs of customers in diverse industries.

1. **Customer Relationship Management (CRM):**

Experienced in maintaining robust customer relationships, ensuring high satisfaction levels, and delivering value-driven solutions.

1. **Report & Database Management and Market Intelligence:**

Proficient in managing customer databases and generating insightful reports, utilizing data to inform sales strategies and monitor performance and gathering market intelligence to refine sales strategies and maintain competitiveness.

1. **Business Development:**

Proven ability to generate new business opportunities, expanding market reach and driving sustainable revenue growth.

1. **Commitment to Growth:**

         A strategic approach to increase market reach, boost sales, and enhance brand visibility for your products in  Gujarat/MP.

1. **Strategic marketing approach** to promote your products effectively.

With extensive core competency and deep industry knowledge, I am keen to explore a channel partnership / Authorized distributorship opportunity with your esteemed organization to expand your brand presence in Gujarat/MP.

I would appreciate the opportunity to discuss how we can collaborate to drive mutual business success.

Looking forward to your positive response.