**Darshan Bhatt.   
*Mobile:*** +91-9825076313~ ***E-Mail:*** darshan1903@yahoo.com

***Address:*** B – 103/ Sagun Casa, Nr. Prernatirth Derasar, Satellite, Ahmedabad.

**Career Objective:**

To enhance my skill-set by working in a challenging and competitive environment while at the same time contributing to the growth and progress of the organization and to put in best efforts towards mutual growth.

***Executive Summary***

* An insightful person with ***over 25 years*** of experience in Sales & Marketing, Business Development and Client Relationship Management.
* Presently associated with **VARMORA GRANITO PVT. LTD*, Ahmedabad. As*** **Asst.Regional Sales Manager**.
* Developed competency in managing operations, implementing and innovating strategies towards enhancing product information, business volumes and growth.
* Possess excellent interpersonal, analytical and networking.
* Excellent communication and people management skills that have been honed through managing multi skilled teams.
* An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities.

***Key Result Areas***

***Business Development***

* Driving sales initiatives & achieving desired targets and exploring marketing revenues to build consumer preference & drive volumes.
* Planning & scheduling individual/ team assignments to achieve the pre-set goals within time parameters.
* Conducting competitor analysis by keeping abreast of market trends & competitor moves to achieve market share metrics.
* Analyzing market trends, competitor’s strategies in order to assist in formulating pre-emptive strategies for day to day.

***Sales & Marketing***

* Planning, organizing & implementing sales programs & strategies & conducting product presentations to continuously secure business.
* Conducting competitor analysis by keeping abreast of market trends & competitor moves to achieve market share metrics.
* Managing the distribution channel and implementing aggressive sales strategies to support existing and new market segments through network of distributors & dealers.
* Implementing promotional activities in coordination with external agencies to spearhead product launch, brand promotion & event management initiatives.

***Client Relationship Management***

* Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.
* Maintaining cordial relations with customers to sustain of the profitability the business.
* Building & maintaining healthy business relations with major clientele, ensuring maximum customer satisfaction by achieving delivery & quality norm.

**PROFESSIONAL EXPERIENCE**:

**JALARAM CERAMICS LIMITED. Ahmedabad**  **July 2005 - October 2021**

***Role:***

Responsible for the overall target achievement Of Dealer Recruitment And Business Also

Man Management And Overall Motivation of Dealer

Timely reporting to Managing Director at HO (Ahmadabad)

Responsible for overall growth of Gujarat, Rajasthan and Madhya Pradesh

**Euro Ceramics Ltd. October - 2003**

**Area Sales Manager**

***Role:***

* Responsible for the overall target achievement Of Dealer Recruitment And Business Also
* Man management &Overall Target Achievement Of Team and as well as me
* Responsible for overall growth of North Gujarat, Saurashta and Central Gujarat.

**Gujarat Goldcoin Ceramics Ltd. January - 2001**

**Sr. Sales Executive**

***Role:***

* Responsible for the overall target achievement Of Dealer Recruitment And Business Also
* Man management &Overall Target Achievement Of Team and as well as me
* Responsible for overall growth of Central Gujarat.

**Vam Organic Ltd. (H.Q. Junagadh) October - 1997**

**Sales Executive**

***Role:***

* Responsible for the overall target achievement Of Dealer Recruitment And Business Also
* Man management &Overall Target Achievement Of Team and as well as me
* Responsible for overall growth of Junagadh and Bhavanagar Distric territory

**Voltas Limited March 1995**

**Sales Officer**

***Role:***

* Responsible for the overall target achievement Of Dealer Recruitment And Business Also
* Man Management And Overall Motivation of Dealer
* Timely reporting to General Marketing Head As well As HO (Ahmadabad)

**Academic Profile:**

**1995** B. Sc (Electronics) from IGNOU.

**1992** 12th from GSHEB (Gujarat State Higher Education Board)

**1990** 10th from GSEB (Gujarat State Education Board)

**Strength**

* Self Development, Communication, Interpersonal and Problem Solving Skills.
* High level of confidence and determination.
* Adoptability to different environments and quick learning capabilities.
* Team Work, Flexible, Punctual and anxious to Learn New Things.

**Personal Profile**

|  |  |  |
| --- | --- | --- |
| **Name** | **:** | **Darshan Bhatt** |
| **Father’s Name** | **:** | Arvind Bhai Bhatt |
| **Contact No** | **:** | **9825076313** |
| **Date of Birth** | **:** | 22/10/1974 |
| **Gender** | **:** | Male |
| **Nationality** | **:** | Indian |
| **Marital Status** | **:** | Married. |
| **Languages Known** | **:** | English, Hindi, and Guajarati. |
| **Interest** | **:** | **Music, Traveling** |

I do here by confirm that the information given in this form is true to the best of my knowledge and belief.

**DARSHAN BHATT**