**KASHYAP P.BHATT**

9, khushman Society, Opp- Maruti row house, Near Subhaschowk, Ahmedabad380 052  
 Mobile 094260-43506. Email: kash\_b@rediffmail.com   
  
**Career Objective:**

To have the most challenging & growing career in the corporate by grabbing good opportunity with the help of my knowledge and skill required to perform the demanding task

**Academic Qualification:**   
MBA from IGNOU In 1998

B S C (Mathematic) from Gujarat University in 1996

S SC (Science) from Gujarat education Board in 1991

**Strength:**

* Effective communication skill and eager to learn new technologies.
* Better ability to handle bad situation.
* Good Decision making according to the situation

**Computer Skill:**

MS Office

Basic Knowledge of Tally

System application process (SAP –FICO)

Work Experience:

From May2017 Onwards Neco Industries ltd as a Sales **Manager,** H.Q- Ahmedabad, lookafter guj, MP, Rajasthan

**Product: Pipes/Bathroom Fittings**

* Responsible for determining strategic vision for the Organization.
* Selling through channel sales, projects, Architects, Consultants, Gov contractor and builders.
* Responsible for sales forecast for the year and strategies to achieve desired numbers & market share for each product.
* lead a Sales team and groom them for excellence in their respective roles towards meeting the business goals/objectives.
* Conceiving and implementing short/long term business plan.
* Responsible for new products launching to enhance market share.
* Understand the customer requirement in terms of business and Technical needs.
* Contribute to the development of sales, marketing, customer service, pricing, distribution and marketing strategy.
* Regular monitoring performance of team members and conducting meeting for performance review.
* Work as a profit center head for the division.
* Reporting to the General Manager.

**From August 2012 to April 2017 at B S progressive Pvt ltd (Austin Ply) as a Regional sales Manager H.Q- Ahmadabad for Gujarat &Rajasthan**

* **Product: Plywood/ Veneers**
* Identification of new business opportunities to augment sales formulating marketing policies and strategies.
* Responsible for appoint new business partners and lead uncover market to increase sales.
* Handling the team of ASM & S.O
* Successfully achieve objective of the company by promoting high value products.
* Setting territory wise targets and successfully implementation.
* Build up brand image by merchandising, and other promotion activities.
* Look after Distributors ,retail Govt & Commercial project sales.
* Look after Branch administration and reporting to the C E O.

**From October 2009 to July 2012 at Sarda Plywoos Ind Ltd as a Branch Manager looking after Gujarat H.Q.: Ahmedabad**

**Product: Plywood/ Veneer**

* Responsible for appoint new business partners in rural and urban areas. Meeting Architect and project consultants.
* Look after secondary sales through retail and projects.
* Looking after BTL activities like carpenters, dealer meet for better understanding of technical features.
* Responsible for territory wise sales planning and successful implementation.
* Monitoring primary and secondary sales on day to day basis.
* Building & maintaining healthy relation with channel partners, builders, architects, project consultants and ensuring high customer satisfaction.
* Conduct sales review meeting to guide sales force.
* Achieve growth rate of 25 %
* Looking after Branch Administration and ensure Profit of depot.
* Reporting to the General Manager.   
    
  **From July 2000 to September 2009 at Commander Watertec Pvt ltd. as Area Manager Gujarat.**

**Product: Flush Tank/ Bathroom Accessories**

* Responsible for restructure network by appointing Distributors.
* Responsible for set up dealers network, project sales to achieving secondary sales and primary sales.
* Achieve YTD plans by every month with growth of 25 to 30%
* Conduct BTL activities at dealer door step.
* Launching Innovative scheme to achieve secondary targets.
* Focus on Project Sales by meeting Architects and Builders.
* Manage client relationship
* Effective man management and smooth co-ordination between branch and H.O
* Reporting to the Zonal sales manager.   
    
  **From April 1997 to June 2000 at Singer India ltd as a Sales Officer**

**Product: HOME APPLIANCES**

* Responsible to coordinated with existing dealers and open new pockets.
* Conducting live demonstrations programs at dealer outlet.
* Monitoring competitor activities designing new strategies.
* Maintaining the credit control with the dealers for smooth flow of Business.
* Look after sub dealers and Institutions like SBI, LIC, GUJ ELE BOARD,etc.. Achieve product wise sales targets by 100%

**Personal Vitae:**Date of Birth: 11 June1976

Gender: male

Language Known: English, Hindi, Gujarati  
 Marital Status: Married

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