# RESUME

**OBJECTIVE**

To be Professionally successful and add value to the business through innovative ideas, sincerity and hard work.

**EDUCATIONAL QUALIFICATION**

* **Master Of Business Administrations (M.B.A.)**

### 1993

H.N.College, Solapur.Maharashtra,India

**1st Class**

* **Bachelor in Commerce**
* **1991**

SangameshwarCollege, Solapur.Maharashtra,India

**2nd class**

#### PROFESSIONAL EXPERIENCE

**1)At present working with Camrola Quartz Ltd.as a ASM (Telangana & Andhra Pradesh) From 10th Dec 2022.**

**Job Profile: -**

* Marketing of Quartz Slabs & Composite Marble.
* Appointing Dealers/Sub-Dealers.
* Visiting Marble/Granite/Quartz/Tile Distributors, Dealers
* Visiting Builders
* Visiting Modular Kitchen Makers
* Visiting Architects

**2)Worked with Uplora Pvt Ltd as a Sales & H.R. Manager From 17th Dec 2021 to 8th Dec 2022**

**Job Profile: -**

* Marketing of B2B Software which is Specially designed for Stone & Tile Industry.
* Visiting Marble/Granite/Quartz Manufacturers, Distributors, Dealers
* Visiting Tile Manufacturers & Dealers
* Generating Inquires through social media.
* Appointing Agents.

**3)Worked with Perfect Precasting Industries, Pune, Maharashtra, India as a Manager in Marketing & Administration from 01/08/2019 To 16th Dec 2021**

**Job Profile: -**

* Marketing of RCC Precast items.
* Website Modification with the help of Website designer
* Handling Online enquiries
* Online marketing through emails ,social media
* Preparing Quotations
* Collections. Banking, Invoicing
* Purchases from best vendors with quality & rate
* Employee Payroll
* Vendor payments
* Office Administration
* Co-ordination between factory & vendors & Transporters for dispatch of material

**4)Worked with Perfect Concrete & Waterproofing Services Pvt. Ltd. at Pune as a Manager Administration& Marketing from 01stNov 2009 To 31stJuly 2019 & Transferred to Perfect Precasting Industries, Pune, Maharashtra, India.**

**Job Profile: -**

* Marketing of RCC Precast items.
* Website Modification with the help of Website designer
* Handling Online enquiries
* Online marketing through emails ,social media
* Preparing Quotations
* Collections. Banking, Invoicing
* Purchases from best vendors with quality & rate
* Employee Payroll
* Vendor payments
* Office Administration
* Co-ordination between factory & vendors & Transporters for dispatch of material

**5)Worked with Hotel Aasra, as a Manager at Khudus, Dist Solapur from 10th April 2009 to 31st October 2009.**

**Job Profile:-**

* Lodging & Restaurant Management
* Customer Check in Check Out, Customers service
* Reservations & Bookings
* Managing Banking ,Billing & Payments
* Purchasing & keeping stock as per needs
* Staff Salary

**6)Worked with Religare Securities Ltd. (A Ranbaxy Promotor Group Company) as a Relationship Manager at Solapur Branch from November 2005 to8th April 2009.**

###### Job Profile: -

* Ensure client acquisition for Equity and Commodity Online and Offline.
* New public issue sales.
* Handling 4 BDR’s getting clients through them.
* Mutual Fund sales. Handling 2 Sub Brokers For Mutual Fund.
* Software’s and Hardware’s with co-ordination of Regional Office.

**7) Worked with Maestro Trade-Link Pvt. Ltd. as Territory Sales In-charge (Marketing of Kinley Water) from 19th November 2004 to 7thJune 2005 at Solapur.**

###### Job Profile: -

* Develop, monitor and coordinate with more than 10 distributors and Dealers and achieve sales objectives for the area.
* Ensure that distributor maintain minimum sales inventory as per norms.
* Recruit, motivate, lead & control distributor sales team.
* Primary checking and follow up on distributor claim with concerned authority.
* Regular review and monitoring of daily, weekly, monthly, activity reports, stocks wise primary and secondary sales.
* Maintain nil outstanding.
* Collect competitor’s information and make effective strategies in consultation with concerned authority.

##### 8) Worked as Sales Representative in Vadilal Milk Products ltd., at Solapur from March 2002 to 18 November 2004.

**Job Profile: -**

* Planning the targets for the Distributors keeping in view growth opportunities.
* Carrying out market survey prior to launching new products.
* Grabbing opportunities to participate in exhibition/food festivals.
* Reporting directly to Area Sales Manager.
* Dealer development.
* Settle Market claims, such as damages.

**9) Worked as a Manager with Hotel Shri-Chaitanya at Khudus, Dist. Solapur, Maharashtra, India from March 2001 To February 2002.**

**Job profile: -**

* Day to day Management of Hotel.
* Payroll of Staff
* Purchases ,Banking ,Payments
* Maintaining Stock
* Recruiting skilled/unskilled staff whenever required

**10) Worked as an Officer with Apple Finance Ltd. From February 1997 to February 2001.**

**Job profile:-**

* Sourcing of car Finance enquiries. Handling more than 5 agents and dealers.
* Handling Bank operations, office administration and legal matters.
* Initiated Dealer Tie-up.
* Handled Fixed Deposits. Handling more than 5 Fixed Deposit brokers.
* Evolved in Recovery matters and Co-ordination with repossession agency.
* From July 2000 looking after Nasik Branch independently.
* Day-to-day operations.
* Recovery and legal matters.
* Total 7 months experience in Branch handling.

**11) Worked as Junior Officer in the 20th Century kinetic Finance Ltd.at Solapur, , Maharashtra, India from October 1995 to January 1997.**

**Job Profile:-**

* Sourcing of Two-wheeler finance enquiries for Kinetics vehicles.
* Handled bank operations and legal matters
* Initiated Dealer Tie-up. Handled 2 Kinetic Dealers.
* Evolved in Recovery Matters and Seizing of Vehicles

**12) Worked as Marketing Executive In J.R.Associates (Financial Service Organization) from October 1993 to March 1995 and transferred to Karvey Investor Service Centre (Solapur) From April 1995 to September 1995.**

**Job Profile:-**

* Marketing of Fixed Deposits.
* Marketing of Primary Market Issue

**Professional Strengths**

1) Hardworking

2) Good Communication Skill

3) Management Skills

**COMPUTER Knowledge**

## MS Office – MS WORD, MS EXCEL

**PERSONAL DETAILS**

**Name Shriram Murlidhar Phadnis.**

**Present Address C-11 Green Valley, JSPM College Road,**

**Behind Vrundavan Hall, Narhe, Pune-411041.**

**Maharashtra state, India.**

**Permanent Address 9, Shriram Co.Op.Hsg. Society,**

Ujaninagar Area.

Solapur –413003.

**Maharashtra state, India.**

**Contact No** +**91-8767974148**

**Email Id**  phadnisshriram@gmail.com

**Date of Birth** 18 –10−1969

**Gender** Male

**Marital Status**  Single

**Nationality**  Indian

**Languages Known** English, Hindi, Marathi

**Passport No.** P1219060

**Date of Passport Expiry** 08/08/2026

HOBBIES

###### Want to Learn New Things

**Declaration :**I hereby declare that the above-mentioned information is correct and valid.

**Date:10/02/2023**

**Place:** Pune, Maharashtra, India

**(Shriram Phadnis)**