Date: 06/09/2022

Mr. Sanatkumar A. Patil

To

HR Manager,

LIOLI CERAMICA LTD.

Respected Sir,

Being given to understand that there is a vacancy for the post in Sales Department as ‘Arae Sales Manager’ for Kolhapur ,Goa in your Company. I am Appling for the same post. I have work experience in Marbels, WPC and Decorative, Industrial, Designer Paints, and Automobile Sales. Present I am working as Area Manager. I have experience in Sales, Marketing and Market Research field.

If you give me an opportunity to work with you, I am confident that I will achieve the goal towards the growth of the company. I assure you to work honestly and sincerely.

Expecting a positive reply from you. My C.V. is enclosed for your information.

Thanking you.

Yours truly,

Patil Sanatkumar Appaso

**Curriculum Vitae**

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**Sanatkumar A Patil**  Cell:- 9689318109

sanat\_80@rediffmail.com Landline: - 7020766967

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**Objective:**

To achieve a successful professional by working in open environment on interesting and challenging projects that will be useful and valuable to organization.

**Qualification**:

* **MBA (Mktg & Oprn.)** From Shivaji University,Kolhapur-2005 ( 72.00%)
* **B.E. (Mechanical)** from M.Visweswaraya University, Belgaum-2002(72.00%).
* **Dip (Mechanical)** from KSTEB, Bangalore-1999(64.00%).
* **SSC** from Kolhapur Board 1996 (61.06%) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Brief Project Synopsis:**

* **Degree Final Year Project :-**

1. **Simplex Infinitely Variable Transmission System**

**Project Description:**

This system is developed for variable speed variation in which it is possible to get any desirable speed. This system also provides

* + - Steeples or infinitely varying speed.
    - Wide range of speed variation.
    - Speed can be change should be shackles.
    - Minimum no. of control for speed changing.

* **Diploma Final Year Project :-**

1. **Battery Operated Jack**

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**Computer Skills:**

* Programming Languages : C.
* Operating Systems : Windows 98/NT/2000/XP.
* Tech : Auto CAD, CAM, IDEAS, ProV, CATIA.

**EXPERIENCE**

1) MAY 2022 TO TILL DATE

**CREATIVE PAINTS PVT LTD, Indore.**

**Company Manufacturer of**  Decorative Emulsion Paints and Industrial Paints

Deg: Manager: Sales & Marketing

(Maharashtra, Goa, South India Region)

Roles:

* Working as Sales and Marketing Manager
* Institutional Visits for Project Sales
* Distributer Sales and Marketing
* Sales and Site follow up
* Developing new Sales Areas
* Handling Sales Team Management.
* Coordination with Production, Logistics
* Dealer Development.
* Target Monitoring.
* Records Maintaining.
* Follow up for Sales.
* Handle complaint, Queries and resolve it of internal department regarding products.
* Reporting to MD

2) APR 2018 TO MAR 2022

**RIEVERA PAINTS AND COATINGS LIMITED, Mumbai. (An Giolli Italy and NNPL India JV Company)**

**Company Manufacturer of** Wood Coatings (PU, Acrylic, Polyster,) Epoxy Paints, Designer Paints,PU Coating, Decorative Emulsion Paints, Glass Coating and floor Coating

Deg: Area Manager: Sales & Marketing (Maharashtra, Goa, South India Region)

**Roles:**

* Worked as Area Manager
* Institutional Visits for Epoxy, Presentation, Quotes
* Wood Coating and Epoxy Training for Painters
* Distributer Sales and Marketing
* Sales and Site follow up
* Architect and Interior Designer Presentation
* Developing new Sales Areas
* Handling Sales Team Management.
* Coordination with Production, Logistics
* Dealer Development.
* Target Monitoring.
* Records Maintaining.
* Follow up for Sales.
* Handle complaint, Queries and resolve it of internal department regarding products.
* Reporting to the Sr.GM.

3) FEB2015 TO MAR 2018

**EVERWOOD LIMITED, Bengaluru (An Indian MNC Company)**

**Company Manufacturer of** WPC pannels and Importers of Italian Marble.

Deg: Area Manager: Sales & Marketing (South Region)

**Applicable Industries:**

* WPC- Wood Poly Composite for Building Facade, falls celling, Decking, floor
* Marble – Flooring, Facades

**Roles and Responsibilities:**

* Working as Area Manager
* Developing new Sales Areas
* Handling Sales Team Management.
* Coordination with Production, RND, Dept
* Dealer Development.
* Target Monitoring.
* Records Maintaining.
* Follow up for Sales.
* Handle complaint, Queries and resolve it of internal department regarding products.
* Reporting to the Sr.GM.

4) AUG 2011 TO JAN 2015

**DREAMWALLS PAINTS LTD, Pune.**

**Company manufacturers of Decorative Paints**

Deg: Asst Manager (Sales)

**Responsibilities:**

* Worked as Sales Manager.
* Handled Dealer Network also.
* Corporate Marketing.
* Promotion of Product.
* Handle Customer complaint,Quaries
* Sub Dealer Development.
* Reporting to the VP. (Sales & Mktg.)

5) NOV 2007 TO JUL 2011

**GOLDLASH NEROLAC LIMITED,(AKA KANSAI NEROLAC LTD) Bangalore**

**Company manufacturers of Industrial & Home Decorative Paints**

Deg: Asst Manager (Sales)

**Responsibilities:**

* Worked as Sales Manager.
* Handled Service also.
* Corporate Marketing.
* Promotion of Product.
* Product Training.
* Technical Support for Warranty.
* Handle Customer complaint,Quaries
* Sub Dealer Development.
* Reporting to the GM. (Sales & Mktg.)

6) AUG 2002 TO OCT 2007

**AUTOMOBILE CORPOIRATION OF GOA LTD. (A TATA JV Company).**

**Company Manufacturer of Buses.**

Deg: Sr. Engineer (Corporate: Sales & Marketing)

**Responsibilities:**

* Worked as Corporate Sales & Marketing Manager
* Developing new Sales Areas
* Handling Service Team Management.
* Coordination with Marketing, Service Dept.
* Dealer Development.
* Dealer Audits.
* Target Monitoring.
* Records Maintaining.
* Follow up for Sales.
* Handle complaint, Queries and resolve it of internal department regarding products.
* Reporting to the Sr.GM

**Personal Details:**

**Name**  : Sanatkumar Appaso Patil

**Date of Birth** : 06th Oct 1980

**Marital Status**  : Married

**Languages Known** : English, Hindi, Marathi, and Kannad.

**Permanent Address** : A/P-Rukadi, Tq-Hatkanangale, Dist-Kolhapur, 416118.

**Declaration:**

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Date: 06/09/2022**

**Place: Kolhapur**

**Sanatkumar A Patil**