

# RESUME

**Name :- Jaydeep M Kava**

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**Mo :- +91 9624708989**

## Career Objective :-

- Seeking a position to utilize my interpersonal skills and marketing abilities in the management field that offers professional growth while being innovative and flexible.

## Academic Qualifications :-

Course	Board / University	Passing Year	Grade / Percentage
B.E (MECHANICAL)	ITM Vocational University	2018	6.24 CGPA
12 Th H.S.C	Shree Vivekanand High school	2012	62.62%
10 <sup>Th</sup> S.S.C	Shree Saraswati Vidhya Mandir	2010	55.85%

## Experience:- Total Work Experience is 5 year

- Now Currently Work with **SALES ENGINEER AT SIDDHI INDUSTRIES-Vadodara** Nov 2018 TO PRESENT DAY.(Our Product Is Hydraulic heavy Machinery Like Pipe Bending Machine,Pipe Cutting Machine,Bar Bending Machine,Sheet Cutting Machine,Sheet Bending Machine,Power Tools And Many More)
- Finding and retaining clients,encouraging extant clients to purchase added product or features, and remaining abreast of change in consumption.
- Research and identify new market opportunities.
- Lead Generation, New Market Developed for Business
- CRM,ERP Software
- Cover By All Gujarat and Other Area
- Prepare The Quotation
- Total Responsibility like Order Conformation to Installation And After Sales Service
- B2B Sales,B2C Sales,Channel Sales, Distribution Sales
- Industrial Sales

## SKILLS :-

- Communication.
- Confident, articulate, and professional speaking abilities and experience
- Commercial awareness
- Team activities to generate ideas
- Self – motivation
- Motivated to achieve something due to one's own interest. ambitious. committed. driven. enthusiastic.
- Interpersonal
- Collaborating and working well together with others.
- Problem Solving
- Identifying the issue, coming up with solutions, implementing those solutions, and evaluating their effectiveness.

## IT Proficiency :-

- MS Excel, MS Office
- Internet Browsing.
- Email
- ERP
- CRM
- Spreadsheets, Efforts in

## Personal Detail :-

<b>Permanent Address.</b>	At .B-12, Avadhपुरi Tenement, near fire station, Chhani Jakat Naka, Vadodara-390002
<b>Present Address.</b>	C-44, Vasundhara Tenements Near fire Station, Chhani Jakat Naka Vadodara-390002
<b>Gender</b>	Male
<b>Marital Status</b>	Married
<b>Nationality</b>	Indian
<b>E-mail</b>	Jaydeepkava8989@gmail.com
<b>Date of Birth</b>	03-08-1993
<b>Languages known</b>	Gujarati, Hindi, English

## **Declaration :-**

I hereby declare That All The Information Above Is True To The Best Of My Knowledge And Belief.

Your Faithfully

**Jaydeep M Kava**

