**VAIBHAV PANCHOLY**

**ADDRESS –Flat no. 605 ,6 floor**

**Poonam nagar Andheri East Mumbai**

**Contact No- +919665219693**

**+918624074233**

**E-Mail- vaibhavpancholi1988@gmail.com**

**Objective**

Given a chance to work with your organization, I would like to see to it that my professional skills, incoherence with my personnel management skills are being employed in the best way.

I would like to utilize my educational qualifications, along with my experience in the relative field to perform my duties to the best of efficiency.

**Academic Profile**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Degree** | **Specialization** | **Name of College** | **Board/University** | **Year of Passing** |
| MBA | International Business | ASM, IBMR , Pune | Pune university | 2013 |
| B.com |  | M.S.J college, Bharatpur. | Rajasthan University. | 2010 |
| HSC (XIIth) | Commerce | Guru Nanak sec. school. | Rajasthan State Board. | 2007 |
| SSC (Xth) | - | Guru Nanak sec. school. | Rajasthan State Board. | 2005 |

**Name of Organization Shubhalakshmi Polyesters Ltd ( Mumbai )**

**About Shubhalakshmi Polyesters Ltd It’s is a 2500 cr. Group of flagship company it mainlly produces POY , DTY , ATY ,FDY ,MONO and Mother Yarn . They diversified into Polyesters PSF Plant 200 ton per day (Oerlikon group Company)**

**Designated Sr. Marketing Executive**

**Duration 15 June 2016 to To Till date**

* **Looking after domestic sales of (DTY, FDY, ATY, TFO, MONO and Mother Yarn)**
* **Maintaining and Developing Relationships with existing customers in person and via telephone calls and emails**
* **Collecting Market and Customer Information.**
* **Vendor Development and Product development**
* **Visit to Party and solve the technical problem**
* **To follow up dispatch in time after taking orders**
* **To follow up payment terms as per our company rules**
* **Working with SAP(SD) generating report, order placing.**
* **Generating price as per market.**

**Name of Organization Alok Indusries Ltd (Mumbai)**

**About Alok Industries ltd - India's largest fully integrated textile company with a dominant**

**presence in the Cotton and Polyester segments.**

**Duration 15 December 2014 To 15 June 2016**

**Designated Assistant Officer in Marketing with Export department (EXIM)**

**Description :-**

Finding the overseas buyers who is in need of polyester texturized yarn products

* Forwarding Quotation and negotiation with the international client
* Preparing pre shipment document for the order which get confirmed
* Coordinate with factory , CHA as well as overseas client regarding shipment (pre- post)

Procedure which is enable to keep in track with the project

* Creating export documents commercial invoice and packing list ,BL/AWB instruction,

Certificate of Origin, Generalized system of preferences ( GSP) and Insurance for export

* Handover to CHA like SAP Custom invoice, packing list DBK declaration,
* Preparingcertificate required by buyer as per LC.- Various certificationlike GSP form -1, Certificate of Origin, textile committee certificate, Insurance for export shipment.
* Handover of full set of documents to finance team.

**Experience- 6 Month Experience (1 January 2014 To 30 October 2014 )**

**Name of Organization- Bizsolindia Outsourcing Pvt. Ltd**

**(Worked for Honeywell Automation India Ltd. Under Payroll of Bizsolindia )**

**About Honeywell Automation India Ltd- Automation & Control Solutions (ACS), building and process solutions, environmental controls, are at work in 150 million homes, 10 million buildings, 5,000 industrial facilities**

**Designated - "Associate Exim "**

**Description :-**

* Worked on SAP "SD" and Excel
* Created export document (Invoice -commercial, local, manual),packaging list and ARE1
* I have knowledge about Invoice preparation (Local, Export ,ARE1 and Annexure )
* Cenvat credit for import and export in invoice and bill of entry
* Worked on RWC (Rewarehousing Certificate ) in a Sap and Excel )
* Worked on ER 1 (Excise return in a monthly report )
* Worked on PC (procurement certificate )

.**Academic projects and Training**

**Project during**- MBA In International Business

**Name of organization**- Oerlikon Balzers Coating India Ltd

**Topic of project**- Export Marketing ( International Marketing )

**Duration**- 60 days (15-05-2012 to 15-07-2012)

**Description**- Detail study of international procurement and Improves Product marketability and profitability by researching, identifying , and capitalizing opportunities, improving product : coordinating new product development , forecasting projected business, targeted market share

**Professional skills**

* SAP In a "FICO" and "SD"
* MS Office (Word, Outlook)
* Basic Knowledge Excel and tally software
* Windows XP 2000/2003/2007, windows-7/8
* Very friendly with Internet surfing, familiar with Search Engines.
* Good in spoken & written English, Good and pleasant personality, Excellent in presentation, negotiation skills.

**Hobbies**

* Listening to soft Music
* Travelling

**Personal Details**

**Date of Birth -** 29-Sept-1988

**Blood Group -** B+rh

**Marital Status -** Single

**Nationality -** Indian

**Permanent Address -** 18 Hukam villa, Jaswantnagar, Bharatpur Rajasthan 321001.

**Father’s Name -** Mr. VinodPancholy

**Mother’s Name -** Mrs.BabyPancholy

**Declaration**

I hereby, declare that, the above information is correct to the best of my knowledge and belief.

Date:-

Place:- Mumbai VaibhavPancholy