CHINTAN MANILAL BHADRA

603/Silver Court, Behind Titan Showroom, M.G.Road, Ghatkopar (East)

Mob No: 9870091000

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**PERSONAL PROFILE**

* A competent postgraduate with experience in the field of Master of Business Administration in Marketing.
* Bachelor's degree in Special Accounting Standards of Management from Mumbai University
* Good understanding of Management, Marketing Strategy, Marketing Analysis, Sales,& Business
* Development in the Industry of FMCG, Agriculture & Apparels
* Posses good Verbal Communications Skills, ability to deal with people diplomatically & can adjust in any environment or groups.

**KEY SKILLS**

* Soft skills like Leadership,inter personal skills, negotiation skills, Good Verbal & Written communication, and presentation skills
* ERP Software, Proficient user of Microsoft office 2007 and 2010 (Word, Excel and PowerPoint) Knowledge of Outlook, Email and Internet. & having an typing speed of 42 WPM

**INDUSTRIAL EXPERIENCE**

* 2 Month's Experience in 2011 at Asian Paints as a Position of Sampling Representative of which the job responsibilities were to create a customer base for new segment of market through B2B & B2C , cold calling, taking appointments prior from retail Customers,real estate contractor's, colleges, schools etc,as well as promotion of new product launched by the company
* 20 Month's experience in Rachnanx manufacturer of ladies garments as a Jr.Production Manager from 1st Aug 2011- 31st Mar 2013 of which the role was as follows:-
* Production Planning & Co-ordination according to the customers order
* Costing & Negotiating with buyers to book orders
* Leading a team to achieve the production as per delivery order
* Co-ordinating with Suppliers,job workers ,production team and accordingly providing a different range of samples to the customer
* Functioning as an interface between buyer and vendor to ensure that the production

schedule is met

* Completed 2 Month Summer Internship Project in Capricorn Logistics Pvt ltd in 2014
* Currently Working in ETC Agro Processing India Pvt ltd from September

2015 till Current date as a Position of Area Sales Executive of which the role is:-

* Trading in Bulk Sales of Toor dal ( Arhar ),Masoor Dal( Lentils )& Cattle feed Products through Broker's as per region assigned

(Mumbai-Vashi, Pune,Gujarat & Cattle Feed- All India)

* Cold Calling to Broker's & Market Visit to -

Indore, Gujarat, Vashi Market to build relationship with brokers,

customers i.e Wholesalers, Visiting Mandis & attending Conferences/Events

* Execution Part includes :-

Co-ordinating with the Production team & Transporter's for delivery of all the Sales

,Market Research & MIS Reports,Payment Follow-up as per

the terms & condition's of the company

**ACHEIVEMENTS**

* Highly Applauded by Management to be a competent person in trading and achieved target on monthly basis in ETC Agro Processing India pvt ltd
* New Broker's, New Region were developed in ETC Agro
* In Rachnanx, Started with a new innovative retail sale through online business.
* Participated and Certified with Personality Development Workshop Conducted by GILLETTE VECTOR PLUS.
* Certified with Computer Application Course in H.S.C in Gurukul college of arts and commerce

**PROJECTS**

Topic - To Research Customer Retention Strategy for Capricorn Logistics Pvt ltd

Key Objectives -

* To Understand Customer Requirements
* Strategies to Maintain Customer Loyalty
* Developing New Customer's
* To Compare Competitors with Capricorn Logistics pvt ltd

**EDUCATION**

Completed Master of Business Administration in Marketing (2013-2015) from MET Institute of Management (University of Pune), Nasik scoring 63.53%

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2008 - 2011 Bachelor of Commerce in Special Accounting of Management from K.J.Somaiya College of Arts & Commerce, Mumbai scoring 50.14%

2006-2008 H.S.C from D.J.Doshi Gurukul College of Arts & Commerce Scoring 73.14%

**EXTRA CURRICULAR ACTIVITIES**

* Captain of school cricket team.
* Event organizer in all school and college annual day functions and other technical events.
* Participated in EPOC event in MBA 1st Year
* Participated in Event of ARPAN and UTSAV in MBA 1st year
* Secured 1st Prize for Mughdhangan at METEORITE in 2014 at Institute of Engineering
* Secured 1st Prize for Barfi at Department of Computer Engineering in 2014
* Secured 1st Prize for Box Cricket at Department of Computer Engineering in 2014
* Secured 2nd Prize for GOOGLED at Department of Computer Engineering in 2014
* Secured 2nd Prize for Quiz Competition at Department of Computer Engineering in 2014
* Secured 3rd Prize for Cs 1.6, at Department of Computer Engineering in 2014
* Secured 1st Prize in Skit Competition at Nashik Management fest in 2015 and awarded with a medal too.

**PERSONAL PROFILE:**

Name : Chintan

Father's Name : Manilal

Mother's Name : Hemlata

Nationality : Indian

Date of Birth : 10/11/1989

Hobbies : Listening to music, reading, travelling, exploring new places,

clubbing, networking and team oriented activities.

Languages Known : Hindi, English, Marathi, Gujarati, and Kacchi

**(CHINTAN MANILAL BHADRA)**