



Ashish Chate

Techno Commercial

Contact

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Personality Traits

Positive & Upbeat

Proactive & Knowledge Driven

Change Responsive

Creative & Innovative

Influential & Empathic

Team Player & Leader

Skills &Key

Competencies

New Business Development
Planning

Product Sales & Marketing

Regional Account Management

Sales Processes & Reporting

Work History

2022-04- **Sales Executive**

07-2022 Euro Mechanical & Electrical Contracting Company LLC, Abu
Dhabi, UAE

Reporting to –Division Head

- Acquiring new vendors and suppliers as per the demand and nature of the work.
- Responsible for handling customer inquiries, preparation and sending out of quotations and proposal and exercise its best Endeavour to close those opportunities into Sales Order.
- Handling day to day sales activities including but not limited to customer questions, inquiries, order variations, order cancelations, and complaints.
- Liaise effectively and efficiently to both customer and supplier to achieve the desired technical and commercial information as part of the proposal and bid submission and able to negotiate on commercial terms.
- Ensure that all submitted proposals are in accordance with company commercial policies sales margin criteria.
- Ensure that submitted proposals are in the best position to win the bid.
- Processing purchase requisitions and orders, acquiring price quotations, and coordinating delivery of goods and services in collaboration with Logistics department to ensure that timely delivery to client is met.
- Exercise its best Endeavour to meet the monthly/ annual sales targets.
- Building and maintaining CRM data base & Participating in Sales Team Meetings.
- Ensure that customer satisfaction standards are achieved and maintained.
- Preparing weekly, Monthly Sales Orders Vs Purchase Orders reports to meet the set target.

Versatile & extroverted Senior Sales Professional with over 10 years of consultative sales / procurement experience in consistently exceeding targets while promoting world leading brands and representing company values in all business interactions in the Gulf region. Recognized for tactfully closing difficult customer deals and developing strong business relationship with decision makers using extensive knowledge of products and being change responsive. Experienced and relied upon by Top Management to accomplish regional sales goals and contribute to team success by offering superior quality customer service coupled with conflict resolution skills to drive loyalty, retention and revenue.

Reliable & friendly B2B Techno Commercial Sales specialist always up for a challenge and pursuing an opportunity with a well-established organization in the United Arab Emirates.

Consultative Solution Selling

Advanced CRM User

Sales Presentations

Compelling Sales Proposals

Email Marketing Initiatives

Tactical Planning

Sales Funnel Development

Forecasting Skills

Managing Quotes & Orders

Product Expertise

Service Knowledge

Pricing Strategy

Negotiations

ATL & BTL Campaigns

Recruiting & Hiring Sales Team

Software

Vecta - Sales Analytics & CRM

Email Marketing Tools - Mailchimp

Microsoft Office Suite

PowerPoint Presentation

Trainings

Applied Marketing (Launch a New Product) -AIMS Institute of Management, Pune

Life of Bill Gates motivational training by Shiv Khera

Hobbies and interests

Gardening

Cooking

Drama

2017-04-

2022 - 01

Sales & Marketing Support Executive

EL Inspection & Blasting Equipment LLC (Elcometer UAE) , Dubai, UAE

Reporting to –General Manager

- Work within the Internal Sales Department being responsible for developing/managing outbound email shots and telemarketing campaigns supporting both internal and external sales teams. Support external Field Sales (FS) team to attain significant incremental sales growth.
- Liaised with Management to meet and exceed group sales targets for new business in assigned territory.
- Managed regular communication with high-value clients that included Drydocks, McDermott, AkzoNobel, Jotun and Lamprell, among others to increase portfolio value.
- Participated in Online Bidding and prepared quotations to customers while providing technical expertise to convert prospects into sales.
- Conducted market analyses and presented findings to GM to develop and enhance product offerings.
- Tracked new projects and sales data to understand current trends and proactively capitalize on emerging opportunities.
- Partnered with marketing team to contribute towards marketing strategy by managing email marketing activation in the region and closely monitoring competitive products and industry reactions.
- Fostered and nurtured positive relationships with all stakeholders to improve company reputation and increase productivity.
- Prospected new customers on cloud-based CRM to generate sales leads and analytics on a regular basis.
- Provided input on contractual agreements for products to develop options and maximize profit margins.
- Passed out informational brochures and offered expert advice at trade shows, partner events and industry conferences to gain exposure and connect with potential customers as well as increase brand awareness.

2015-02 - Sales Coordinator

2017-03 Gulf Extrusion Company, Dubai, UAE

Reporting to – Sales Director

- Accomplished sales goals and boosted revenue by developing extensive product knowledge and customer relationship management.
- Prepared benefit-oriented, polished presentations with practical use-case scenarios to drive dramatic revenue growth across multiple sales channels.
- Performed data entry for sales figures, metrics and other customer data, maintaining information in organized and accessible manner.
- Created and processed orders in timely manner and reviewed pending orders to verify adherence to fulfilment schedule.
- Managed Customer Material Department for Surface Treatment



Personal Details

Date of Birth: 2nd June 1987

Nationality: Indian

Marital Status: Married with 1 child

Passport No.: K8918915

Visa Status:

Employment Visa

Notice Period: 30 days

Driving License: UAE

- Managed Sales operation coordination for entire Europe Region
- Participated in conferences, group meetings, trade shows and exhibitions to understand the new development in steel industries.
- Monitored competitor activities in Steel industry to identify business opportunities and threats.

2013-08 - Sales Coordinator

2015-01 Jashanmal National Company LLC, Dubai, UAE

Growth Path: Aug'13-Mar'14: Merchandiser

- Met and exceeded up sell targets for Kenwood/Hoover brands by answering questions and highlighting features with creative promotional approaches.
- Provided accurate information about promotions, customer programs and products, helping drive high customer retention.
- Approached each problem on Sales Floor with fresh mind and analytical strategies to quickly resolve concerns.
- Studied retail market in Carrefour for launch of company products.



Education

2011-07 - Post Graduate (PGP /Marketing)

2013-06 AIMS Institute of Management Studies - Pune, India

2008-06 - Bachelor of Science: Chemistry, Botany & Zoology

2011-03 Dr. B A M University –Aurangabad