

APPLICATION FOR POST OF MANAGER SALES MARKETING

Apurva Amrutlal Vaghela

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Skills

“Driving strong and sustainable financial gains through leveraging corporate potential, enhancing top-notch marketing solutions, innovative branding strategies, and dynamic corporate & Industrial events”.

- Marketing Strategies & Campaigns
- Corporate Communications
- Creative Team Leadership
- Product Development & Branding
- Web & Print Content Development
- Focus Group & Market Research
- Development of Marketing Team
- Sales Collateral & Support
- Public & Media Relations
- New Product Launch

Professional Experience

KANSAI NEROLAC PAINTS LTD.:- (From Jan 2019)

Designation:- Sr. Officer Industrial Sales.

Products:- Industrial Paints, Floor Coating Products .

Responsibilities:-

- Marketing of above said products Entire Gujarat.
- Brand approval & development.
- Developing Dealers and Distributors.
- Approaching various Projects, On-going Projects, and Various Industries.
- Participating in Tenders & Negotiations, after sales services ,Payment Follow up & feed back.

Client List :-

- (a) All Power sectors (Government& Private)
- (b) All Paper Industries.
- (c) Fertilizers Industries .
- (d) Dyes & Chemicals Industries.
- (e) Food & Beverages Sector
- (f) Residence & Commercial Projects.
- (g) All EPC Contractor, Sub Contractors,
- (h) All Consultants and Architects.

STARTED FREELANCHING BUSINESS FROM 2017-2019:-

Products:- EPOXY Flooring, Flooring solution, AAC Blocks, Block jointing Mortar, Wall Putty & Tile Adhesives.

Responsibilities:-

- Marketing of above said products Entire Gujarat .
- Brand approval & development.
- Developing Dealers and Distributors.
- Approaching various Projects, On-going Projects, and Various Industries.

Client List :-

- (a) Resident & Commercial Projects.
- (b) Builders, Contractors & Sub Contractors.
- (c) Dealers Network.
- (e) Industrial Projects.
- (f) Architects.
- (g) Consultants.

Arcoy Industries India Private Limited:- (2012-2017) :-

Designation:- Sr. Marketing Executive.

Products:- Anticorrosive Protective Coatings, Epoxy Flooring ,Acid Proof tile lining & Rubber lining.

□ **Responsibilities:-**

- Marketing of above said products Entire Gujarat and India.
- Brand approval & development.
- Developing Dealers and Distributors.
- Approaching various Projects, On-going Projects, and Various Industries.
- Participating in Tenders & Negotiations, after sales services ,Payment Follow up & feed back.

□ **Client List :-**

- | | |
|---------------------------------------------|-----------------------------------------|
| (a) All Power sectors (Government& Private) | (e) Food & Beverages Sector |
| (b) All Paper Industries. | (f) Residence & Commercial Projects. |
| (c) Fertilizers Industries . | (g) All EPC Contractor, Sub Contrators, |
| (d) Dyes & Chemicals Industries. | (h) All Consultants and Architechs. |

Chintan Sales (June 2007-2012) :-

Designation:- Marketing Executive.

Products:-Valves, Valve testing bench, Actuator, Tools and tackles..

□ **Responsibilities:-**

- Marketing of above said products Entire Gujarat and India.
- Brand approval & development.
- Approaching various Projects, On-going Projects, and Various Industries.
- Participating in Tenders & Negotiations, after sales services ,Payment Follow up & feed back.

□ **Client List :-**

- | | |
|---------------------------------------------|-----------------------------------------|
| (a) All Power sectors (Government& Private) | (e) Food & Beverages Sector |
| (b) All Paper Industries. | (f) Residence & Commercial Projects. |
| (c) Fertilizers Industries . | (g) All EPC Contractor, Sub Contrators, |
| (d) Dyes & Chemicals Industries. | (h) All Consultants and Architechs. |

Current CTC :- 562000 L/ANNUM

Expected CTC :- 800000 L/ANNUM

Computer Proficiency:

Operating system : SAP, MS Dos, MS-Windows 95/98/2000/XP/Vista.
Package : MS-Office, Internet, Outlook Express.
Other Skills :a) Networking (LAN), Hardware, CCNA & MCSA.

Education

Bachelor of Science-Electronics-2012.

- College : C U Shah Science college.
 - University : Gujarat University.
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Personal Details:

Date of Birth : 12th October, 1985
Marital Status : Married
Father's Name : Amrutlal Vaghela
Mother Tongue : Gujarati
Languages Known : Gujarati, Hindi & English.

Interest:- Travelling, Playing Cricket & Spending time with family and good friends.

Summary: Interacting with different people & environments has strengthened in me the qualities of understanding new people and to work in any kind of situation. My strengths are patience, confidence, tenacity, integrity and ability to absorb technology faster. Being a keen sportsman has enhances my ability to work as a team.

Declaration:- I hereby certify that above mentioned qualification and experience is true to my knowledge & belief.

(Apurva Vaghela)