

CURRICULUM VITAE

Yogesh N. Ghadge

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CARRIER OBJECTIVES

A Position that will effectively utilize acquired expertise, creative talents and commitment to excellence.

Desire a position with career growth potential

- Innovative professional with **18 years** of progressive experience with in the Industrial product Industry and skills to derive business growth capitalize on new revenue potential and manage to all aspects of daily business operation.
- Expertise in pricing strategies, customer relations and needs assessment, marketing, sales, supervision motivation and mentoring.
- Quick study, with an ability to easily grasp and put into application ideas, concepts and technologies.
- Exceptional leadership, organizational oral/written communication, interpersonal, analytical and problem resolution skills, thrive in both independent and collaborative work environment.

PROFESSIONAL EXPERIENCE –TOTAL 18 YEARS

Working with D&H India Ltd as a Area Sales Manager looking after Chhattisgarh and Vidarbha region based at Raipur (Chhattisgarh) since January 2022

Company Profile: -

D&H India Ltd, is a market leader in welding technology.

Job Profile:-

- * Involves analysis on Customer requirement, right product for the application, Price, Promotion and placing products to the target market.
- * Coordinating sales directly and through a wide network of dealers and Distributors.
- * Prospecting and increasing the customers, coordinating proper services Through a dealer on both products and services.
- * Appointing new dealers and distributors to ensure proper Product Promotion And Market reach.
- * Co- ordinating in providing customized Products and Services.
- * Coordinating with all technical and commercial support to the dealers and Distributors and liquidating the stock in time to ensure the next uptake.
- * Achieving sales target both in terms of value and volume of all items.
- * Maintaining both the top line and bottom line in tune to company's target.
- * Responsible for giving Gross Marginal Contribution from the territory.

Previous Experience:-

1 Worked with WELDFAST Electrodes Pvt. Ltd. as Area Sales Manager looking after Nagpur and Chhattisgarh Area based at Nagpur (Maharashtra) since January 2019 to December 2021

2 Worked with D&H Secheron Electrodes Pvt. Ltd in Consumable as well as Lothherme division from June- 2011 to April-2015 as Asst. Manager (Sales) in Raipur (CG) and As a Dy. Manager (Nagpur) from May-2015 To Dec-2018.

3 Worked with ITW India Ltd. from Dec-2009 to june-2011 As a Sr. Sales Executive (Sales) in Raipur (Chhattisgarh).

4 Worked with ESAB India Ltd. (Equipment Division) From May 2008 to Nov-2009 As a sales officer in Raipur (Chhattisgarh).

5 I had work with Ador Welding Ltd. From June-2005 to April-2008 as a Zonal Incharge (Sales) in Nagpur.

6 I had work with Spacewood Furnishing Pvt. Ltd From Aug 2000 to May 2005 As a CNC Programmer in Nagpur(Maharashtra)

Key Skills:-

- * Effective communication Skills.
- *Capacity to handle large product range.
- *Vast Field Experience.
- * Knowledge of MS Excel, MS Word, power point.
- *Willing to travel

Academic Qualification:-

- 1) I have done Diploma in Mechanical engineering from Govt. Polytechnic Yavatmal which is affiliated to BTE in 2000.

PERSONAL DETAILS:-

Father's Name - Nanaji K. Ghadge
Date of Birth - 9th July 1977
Marital Status - Married
Nationality - Indian
Language Known - Marathi, Hindi, English

HOBBIES:-

Travelling.