

EXECUTIVE SALES & MARKETING

SUHAS RAJARAM KAMBLE

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Objective:

- Seeking to leverage my technical and professional expertise to grow in the new role of Paint Industry.

Professional Experience:

- Degree in Chemistry and MBA in Marketing & Operations Management, +11 years of experience in Surface Treatment Chemicals and RM for Paint Industry. Currently associated with Nihon Parkerizing (India) Pvt. Ltd. (Surface Treatment Chemicals) for west region as an Executive (Techno-Commercial).
- Consistent Sales Achievement in Entire tenure of my Professional Experience

Role and Responsibilities:

1. Managing the Key OEM' Customers (Suzuki Motors, Honda Two Wheeler, Hero Motocorp, Godrej, Bajaj, Mahindra etc.) and their Vendors (SKH Y-Tech, JBM Auto, Badve Group, Varroc Group, Satyam, Yoshika, Umasons, Nahars Engineering, GSC Coating, Warade Group companies, Mukand Ltd. etc.) in Gujarat and Maharashtra area with Techno-Commercial sales and Business Development activity in Surface Treatment Chemicals (Required in Paint Shop, Cold Forging, Wire Drawing & Rust Prevention).
2. Growth oriented approach for Customer's technical specification and commercial requirements.
3. Provide the Pretreatment Solution to match with CED, Liquid Painting + TOP Coat, Powder Coat.
4. Managing a Team of 10 technical officers for Phosphating trial, line charging and resolve the technical issues at Customer end.
5. Generate enquiries, provide quotations to respective purchasers and collect the PO according to quotation.
6. Managing a team of warehouse for timely order processing, dispatch & safely delivery at customer end.
7. Planning and managing achievement of sales targets on Product wise/ value wise By ensuring Profitability, Increase/maintain brand market shares through effective planning of resources, distribution management, Managing the Account receivables, Customer Relation Management with Key Accounts.
8. Forecasting of demand for Products to meet the business needs and keeping a constant check on stock levels to maximize business efficiency and avoid urgencies.
9. Liaising between Product Manufacturing plant, Warehouse and relevant internal and external customers;
10. Training and supervising the members of staff (Technical Support & Logistics Team).
11. Provide Presentations about market analysis, trend and possible growth to Sr. Management;
12. Negotiating and agreeing contracts and monitoring their progress - checking the quality of service provided by transporters;

Keywords

Key Account Management
New Business Development
Account Retention
Competitive Analysis
Future Customer Consulting
Sales Customer
Loyalty Customer
Satisfaction
Direct Sales
Indirect Sales
Multichannel Distribution
Global Markets
New Product Development
Negotiations
Profit & Loss
Sales Closing Solutions
Team Management
Leadership
Profit Growth
Warehousing Operations

- Working with **Nihon Parkerizing (India) Pvt. Ltd**, for West region of India as **Executive** since from 6th August, 2012 to still date;
- Worked with **Pon Pure Chem (P) Ltd**, for Pune Branch as a Marketing Executive since from 14th October, 2010 to 5th August, 2012
- Worked with **Emcure Pharmaceuticals Ltd, Pune** as a Territory Manager since from 3rd June, 2009 to 13th October, 2010.

Educational Details:

- MBA from ICFAI National College, Kolhapur with first class in 2009.
- B. Sc. Chemistry from Shivaji University, Kolhapur with first class in 2006.
- Diploma in Export & Import Management from Global Trade Academy in March, 2014.

IT Skills:

- Completed MSCIT (Maharashtra State Certificate in Information Technology) course.
- Operating system used: Windows XP and Windows Vista/7/10.
- Worked with ERP.Tally9, and MS NAV2016;

Project:

- Worked as **Intern** for **Angel Broking Ltd, Kolhapur** from 17th March to 5th July, 2008.

Short Paying Assignment

- Research study and data analysis for **Spinach India Ltd.**
- Pratisad event management: Job: To manage Event and promotional activities.

Awards, honor and achievements:

- Best Employee of the year for 2012-13 in Nihon Parkerizing (India) Pvt. Ltd.
- Best performance award for “Maslow’s Mania” skit.

Extra curriculum activities:

- B grade certificate in NCC.

Personal Details:

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|------------------|----------------------------------|-------------------|------------------------------|
| • Date of Birth | : 30 th October, 1985 | • Gender | : Male |
| • Marital status | : Married | • Languages known | : English, Hindi and Marathi |
| • Blood group | : O+ve | • Nationality | : Indian |

Place : Ahmedabad
Date :

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