

CHETAN KANABAR

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Summary

- **Around 11 years** of industry experience as Regional Manager in reputed Construction Chemical companies of India
- **Around 9 years** of industry experience as Branch Manager in reputed paint companies of India
- Performed satisfactorily amidst vast challenges. Assumed diversified responsibilities and roles like Branch Manager Charge, marketing executive, stock keeper, sales collector, back office manager etc.
- Aggressive marketing and sales skills with never-say-die attitude
- Strong communication, interpersonal and time management skills with good work ethics
- Worked effectively as an individual as well as a team player
- Computer and internet savvy. Well versed with MS Office suit applications like Excel, Word and PowerPoint and Internet Explorer

Educational Qualification

- **Bachelor of Science in Physics**
Gujarat University
- **12th Science**
Gujarat Higher Secondary Education Board
- **10th**
Gujarat Higher Secondary Education Board

Employment History

❖ **Sanghavi Industries Pvt. Ltd., (MYMIX)**
South Gujarat.

Jan - 2015 – At Present

- **Working as a Zonal Manager**
- **Responsibilities**
 - Handling sales operations for company in all over South Gujarat region including Vapi, Daman, Sarigam, Silvassa
 - Dealer to dealer sales and marketing and networking activities
 - Meeting with dealers and Architects, P.M.C., Contractor, Mason, Builder... relationship building and maintenance activities

❖ **MYK Laticrete India Pvt Ltd., Surat.**

Jan - 2011 – April - 2015

- **Working as a Assistant Sales Manager**

- **Responsibilities**

- Handling sales operations for company in all over South Gujarat region including Vapi, Daman, Sarigam, Silvassa
- Dealer to dealer sales and marketing and networking activities
- Meeting with dealers and Architects, Contractor, Mason relationship building and maintenance activities

❖ **Shalimar Paints Ltd, Surat**

November 2005 – January 2011

- **Working as a Branch Manager (South Gujarat)**

- **Responsibilities**

- Handling sales operations for company in all over South Gujarat region.
- Dealer to dealer sales and marketing and networking activities.
- Corporate sales and marketing for companies like Reliance, ONGC, GIPCL, Textile Industries etc.
- Sales collection and stock maintenance and depot management activities
- Meeting with dealers and architects, relationship building and maintenance activities
- Maintenance of inward and outward registers and supplies with the help of corporate inventory and accounting management software applications

❖ **Lewis Berger Paints India Ltd, Ahmedabad**

September 2001 – October 2005

- **Worked as an Area Sales Manager**

- **Responsibilities**

- Marketing and sales activities and sales collection
- Field work activities like meeting with end customers directly, gathering feedback and identifying action items to improve quality and service
- Relationship building and maintenance
- Providing training to new joiners
- Back office activities like sales entry and reporting

Personal Details

Name : Chetan Jayantilal Kanabar
Address : A-1/804, Nakshatra Nebula, B/H : Subhash Garden,
Mora – Bhagal, Jahangirabad, Surat.
Date of Birth : 25th July 1979
Marital Status : Married
Religion : Hindu
Nationality : Indian
Hobbies : Playing Games, Traveling
Languages Known : English, Hindi, and Gujarati