

Jay Sanatbhai Pandya
B.Sc. / M.Sc. (Industrial Chemistry / Surface Coating Technology)

Permanent Address: Near Ramaji Mandir, Main Sheri, Samadhiyala (Shelar), Gariyadhar, Bhavnagar, Gujarat

Current Address : B-3 Ankita Park Society, Subhanpura, Vadodara, 390023

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DATE OF BIRTH : 24/12/1998
CAST : Hindu Brahmin
NATIONALITY : Indian
MARITAL STATUS : Married
LANGUAGES KNOWN : Gujarati, Hindi and English

CAREER OBJECTIVE

To be a successful Sales & Marketing Professional in Surface coating and Paints industry possessing excellent technical knowledge and skills, competent with a challenging environment. Hardworking, energetic, and quick learner for any task delegated. Enthusiast learn and constantly to upgrade knowledge.

OTHER SKILLS

- Analysis of Architectural Coating, Analysis of Pigment, Oil, and Resin Or Adhesive, Printing Inks, Paint Manufacturing, Polymer Engineering, Water Based Paint Testing, Oil Based Paint Testing, , Dye Formation, Petroleum Testing, Pharmaceutical Manufacturing and Testing.
- Has sound knowledge of computers and well-versed with MS Word & PowerPoint.
- A result-oriented, honest, sincere, polite, hard-working and dependable person who can work very well under Pressure.
- Good verbal and written communication skills.
- Relevant technical knowledge, Immediate Problem-solving, good efficiency and organization.
- Willingness to work individually as well as in group environment.
- Strong in learning the new methodologies of Surface coating.
- A very good learner and can catch up anything quite quickly.

EXPERIENCE

Adalyn Associates Pvt Ltd

Sr. Sales Engineer / Key Account Management

08/2022 to Present

Distributors of Carlisle Fluid Technologies UK Ltd. (a global leader in fluid handling equipment), Kovax Abrasives South Asia Pvt. Ltd. (a Japanese company of coated abrasives, global competitor of 3M), Gravotech Engg.- a French multinational – leader in marking technologies. Presence in Gujarat, Maharashtra, Rajasthan, M.P.

- Contributing to the Sales & Marketing and Business Expansion.
- Spearheading the business growth in new regions and territories while also looking for new high-value distributorship opportunities.
- And other documents in order to prepare detailed technical proposal for them.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.

- Delivering presentations and demos.
- Travelling to visit potential clients to negotiating tender, contract terms and conditions.

KEY PRODUCTS MANAGED

Industrial Painting: Ransburg Electrostatic Spray Guns, DeVilbiss Automatic Spray Guns, Binks Pumps for paint handling as a partner for Carlisle Fluid Technologies UK Ltd. – a global leader in fluid handling equipment.

Clients - TATA Motors, TATA Ford, Hero Moto Corp, AG Industry, NTF India Pvt Ltd, GMM Pfaudler Ltd., Endurance Technologies, ATUL Auto, Honda Motorcycles, MINDA Group, TTK Prestige, Panasonic India and so on.

Innovative Engineering Products Private limited

Sales-Marketing Engineer

04/2021 to 08/2022

- Responsible for selling the company's products, responding to clients' queries, and providing advice and support on a range of product related issues. (**GRACO MERKUR With Perform AA 1500 & Perform 5000, MERKUR Multiple Gun System, TRITONE 1:1 , King Airless Sprayer, Electrostatic Gun, G15 &G40 AA Gun, AirPro Gun, Intelligent Paint Kitchen System Components**)
- Demonstrating how a product meets a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements by reviewing customer drawings, plans
- And other documents in order to prepare detailed technical proposal for them.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos.
- Travelling to visit potential clients to negotiating tender, contract terms and conditions.

ACHIEVEMENT

- Successfully expanded in 4 new territories with Adalyn Associates in Automotive Industry.
- **Achieved 130% yearly target with Innovative Solutions.**

CERTIFICATION

NCC (2 YEAR)

07/2017 – 07/2019

- NCC cadet, B & C Certificate

TRAINING (2 DAYS)

04/02/2019 – 05/02/2019

- Sophisticated Instrumentation Centre for Applied Research & Testing (V.V Nagar, Anand)
Handel HPLC, HPTLC, GC, FTIR

INTERNSHIP (Q. C DEPARTMENT)

(1 MONTH)

05/2018 –06/2018

- Amidhara Inviting Irrigation Polymer Pipe (V.U Nagar , G.I.D.C , Anand)
HDPE Pipe / LDPE Pipe Production

INDUSTRIAL VISIT (Q.C DEPARTMENT) (PRODUCTION) (1 DAY)

8/01/2020

- Kansai Nerolac Paint Ltd.

EDUCATIONAL QUALIFICATION

NAME OF EXAMINATION	YEAR OF PASSING	SUBJECT	INSTITUTION	GRADE POINT / PERCENTAGE
M.Sc	07/2021	Surface Coating Technology	S.P. University, VV Nagar	2 nd Class 5.26
B.Sc	03/2019	Industrial Chemistry	S.P. University, VV Nagar	1 st Class 6.46
H.S.C	03/2016	Science Stream	GSEB, India.	43.28 %
S.S.C.	03/2014	General Stream	GSEB, India.	83.27 %

DECLARATION:

I hereby declare that the above mentioned information is true to the best of my knowledge.

Yours Faithfully

Jay S. Pandya

Place: Vadodara

Date: