

Curriculum Vitae



PATEL JAYKUMAR N.

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To work in a dynamic environment that fosters creativity, team spirit & learning and that provides me an opportunity to utilize my skills and work experience to contribute my part in achieving the goals of the Organization.

ACADEMIC QUALIFICATIONS:

COURSE	BOARD/UNIVERSITY	CLASS	MONTH & YEAR OF PASSING	PERCENTAGE
AGRI.ENG G.	Anand Agricultural University	Pass class	MAY-2013	5.5%
SSC	Gujarat Secondary Education Board, Gandhinagar	First class	2007	70.15%
HSC	Gujarat Secondary Education Board, Gandhinagar	Second class	2009	65.29%

COMPUTER SKILLS:

OS Platforms : Windows 2000/XP/Vista/07

Application Packages : MS-Office, AutoCAD

ELECTIVES:

- ❖ Minor Irrigation
- ❖ Command area Development
- ❖ Watershed Management
- ❖ Development of processed product and equipment
- ❖ Farm power and machinery management

SEMINARS AND TERM PAPER

TERM PAPERS:

- ❖ Advanced Irrigation Techniques
- ❖ Dehydration of Onion

SEMINAR:

- ❖ To study about cold storage
- ❖ Ground water hydrology

KEY SKILLS:

- ❖ Good at Customer Relationship Management
- ❖ Good at handling the market efficiently.
- ❖ Can handle the dealer and guide them to increase the sales.
- ❖ Help the dealer to deal with the end customer to increase the sales.
- ❖ Converting the end customer to manage the sales.

WORK EXPERIENCE:

Company: Vaalve Bathware India Limited

Duration: (23 February 2023 to continue)

Job Profile: Area Sales Manager

JOB DESCRIPTION!

- ❖ To maintain good relationship with Builders, Consultants and Architects and keep a watch on the leads passed by all of them.
- ❖ Handling "Channel Sales" of CP And SANATARY materials for retail.
- ❖ To develop "Retail Sales & Project Sales" in various towns of Central Gujarat.
- ❖ To achieve "Forecasting Accuracy" as per region plan.
- ❖ To ensure all Sales Officer perform at their best through constant "Motivation and Monitoring".
- ❖ To ensure "Recruitment and Induction" as per company rules and criteria.
- ❖ New "Appointment plan and Monitoring" of Distributors and other channel Partner.
- ❖ To "Maintain Adequate Stock" in different SKU's and liquidate or transfer stock before getting expired.
- ❖ To develop "Retail schemes" as per the market condition and monitor the implementation of the same to get the best results.
- ❖ 9 years of channel management experience which includes team management and was looking for 3500 Retailers, 20 Distributors & 24 direct dealers. Expertise in promoting secondary sales by various methods of marketing.
- ❖ 7 years of projects sales experience includes Architects, Interior Designers, Builders, PMC, Electrical contractors etc.

WORK EXPERIENCE:

Company: Vectus Industries Limited.

Duration: (16 July 2020 to 22 February 2022)

Job Profile: Senior Sales Executive

JOB DESCRIPTION!

- ❖ To Meet MEP Consultants, PMC, Architects, Builders & Developers for Approvals
- ❖ To meet All Plumbing Contractors for increasing business of the company.
- ❖ Forecasting annual, quarterly and monthly sales goals.
- ❖ Assisting sales personnel in their techniques.
- ❖ Developing specific plans to ensure growth both long and short-term.
- ❖ To Identify New Opportunities & Areas for Improvement.
- ❖ To Promote & Increase the market shares of Products.

- ❖ To Appoint Distributors - Projects & Retails Business for a Region.
- ❖ PPR Pipes and fittings
- ❖ Composite Pipe & Fittings
- ❖ Column pipes

WORK EXPERIENCE:

Company: Kriti industries India Limited

Duration: (01 July 2013 to 15 July 2020)

Job Profile: Sales Officer

JOB DESCRIPTION:

- ❖ To Promote CPVC, UPVC, Other PVC Products in The Market
- ❖ To Develop the Market & Generate Enquires for The Same.
- ❖ To Add New Clients.
- ❖ To Meet Consultants, Architects, Govt Departments, Semi Govt Departments & Private Projects for Incorporations and Approval of Our Products in Their Projects.
- ❖ To Identify the Opportunities and Areas for Improvement
- ❖ Provide Product Training to Team Members.
- ❖ To Promote More Market
- ❖ To Promote & Increase the market shares of Products.
- ❖ Column pipes

PERSONAL PROFILE:

ADDRESS	7, Abhar Society, Sardar Nagar, Opp S.R.PATEL PATROL PUMP, Nizampura, Vadodara, 390002, Gujarat
DATE OF BIRTH	09 JUNE 1993
GENDER	MALE
MARITAL STATUS	Married
KNOWN LANGUAGES	GUJARATI, HINDI, ENGLISH

DECLARATION:

I consider myself familiar with various aspects of Agricultural Engineering. I am a dexterous and dedicated learner, sincere in all my endeavors and have a good temperament to work in a team.

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

Place: VADODARA

PATEL JAYKUMAR N.