

RESUME

Gunjan Sanjay Khaire

Gwalinagar Telco Road Bhosari

Pune- 411026

Contact: +917057566226

Email: khairegunjan6226@gmail.com

Career Objective

I seek to apply my knowledge and skills towards enhancing my organization's products and long-term goals. I am adaptive to dynamic environments and ready to overcome challenges. I see my growth prospects in sync with the company's bright future.

Working Experience:

- **Supreme Petrochem:** 1 Month Training on Hands on experience on tests performed in Quality Control Dept. and overview in the production and R&D dept.
- **RCF, Thal:** 6 Days on Unit Operation and Unit Process training
- **BERGER PAINTS INDIA LTD:** Working as a **Senior Technical Sales officer -MH from JUNE 2020 to till now**
- ❖ **Responsibilities:**
 - Handling sales and projects in Maharashtra for **Berger Paint India Ltd.**
 - New Business development in **Industrial Protective Coating as well as concrete coating** for all industries.
 - Handling major **clients** in **MH-WEST & Goa** in coating projects.
Site Inspection, system suggestion for surface as per clients use, giving product demonstration to the customers and conducting the trails.
 - Executing integrated marketing programs for the customers and distributors.
 - Market analysis, lead generation through cold calling, direct & indirect marketing
 - Manage supply chain, service and technical support for customer.
- ❖ **Product Handling:**
 - Industrial Protective Coating
 - Can coating
 - Road marking
 - PU Concrete Flooring.
 - Aqua green Coatings.
 - Floor Coating.
- **NIPPON PAINT INDIA PVT LTD:** Working as a **Senior Sales officer -MH from June 2018 to June 2020**
- ❖ **Responsibilities:**
 - Handling sales and projects in Maharashtra for **Nippon Paint India Pvt Ltd.**
 - Handling major **clients** in **MH-WEST** in Protective coating projects, OEM clients, Site Inspection, system suggestion for surface as per clients use, giving product demonstration to the customers and conducting the trails.

- Executing integrated marketing programs for the customers and distributors.
- Market analysis, lead generation through cold calling, direct & indirect marketing
- Manage supply chain, service and technical support for customer.
- Responsible for all the activity and growth in **Maharashtra** region.

❖ **Product Handling:**

- Industrial protective Coating (Enamel/epoxy/PU/HB coating/Tank liners/Marine coating)
- Glass coating.
- Anti-bacterial water-based coating etc.
- Floor Coating.

Academic Credentials

Sr. No	Qualification	Institution	University	Percentage
1.	B.E	MIT Academy of Engineering, Pune	Pune University	73.6%
2	HSC	S.S.S. Junior Science College, Pune	MHSB	64.15%
3	SSC	S.S.S. Higher Secondary School, Pune	MHSB	78.18%

Skills

- Clarity in Verbal and Written communications
- Team work and willing to face challenges of Group Leadership
- Fast learning & multi-tasking abilities
- Excited and inclined towards problem solving opportunity

Computer & Language Proficiency

Computer: Aspen Hysys, AutoCAD, MATLAB, Aspen Hysys, MS office, MS Excel.

Language: English, Hindi, Marathi