

KEYUR .B. MEHTA

Residential Address:

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CAREER OBJECTIVE

To create an identity of a marketing professional by learning and practicing the relevant skills and, thereby, increasing the profitability of an organization.

ACADEMIC PERFORMANCE

PARTICULAR	PASSING YEAR	UNIVERSITY	MARKS OBTAINED IN %
MBA (Marketing)	2014 – 2016	Gujarat Technological University	7.73(CPI)
B.COM	2014	The Maharaja Sayajirao University Of Baroda	53
HSC	2011	Gujarat Board	59
SSC	2009	Gujarat Board	75

EXPERIENCE

Organization	Designation	Place	Duration
Kansai Nerolac Paints Ltd.	Senior Territory Sales Officer	Palanpur	12 th Oct 2022 - Till Present
Pine Labs	Assistant Manager	Surat	7 th March 2022 - 30 th Sept 2022
ICICI LOMBARD	Sales Manager	Surat	23 rd March 2021 - 2 nd March 2022
Kansai Nerolac Paints Ltd.	Senior Territory Sales Officer	Surat	10 th August 2020 - 22 nd March 2021
Kansai Nerolac Paints Ltd.	Senior Territory Sales Officer	Rajkot	1 st July 2018 - 9 th August 2020
Kotak Securities Ltd.	Deputy Manager- Branch Sales	Vadodara	1 st Feb 2016 - 30 th June 2018

Role & Responsibilities in KANSAI NEROLAC PAINTS LTD.:

- Handling Palanpur location with Patan district.
- Handled Surat and Rajkot location with Surendranagar & Amreli district.
- To Expand the assigned Territories.
- After sales service to existing and new Dealers.
- Acquire business through Dealers.
- Secondary sales through Painters & Contractors.

Role & Responsibilities in Pine Labs.:

- To sale POS terminals.
- To acquire enterprise business.
- After sales service to existing and new Merchants.

Role & Responsibilities in ICICI LOMBARD.:

- Achieving targets for new agents aquisition.
- Acquire business through Agents.
- After sales service to existing and new Agents.

ACHIEVEMENTS

- Opened 10 CCD Machine including 5 New Town's.
- Top on maintaining 20% participation growth at Depot level.
- MD'S Award Winner-2017 in Kotak Securities.

CORE COMPETENCIES

- Presentation Skills
- Known to MS Word, Excel and Powerpoint
- Convincing and Hardworking

PROFESSIONAL TRAINING/EXPERIENCE

- Advanced Sales Training in Kansai Nerolac Paints Ltd.
- Training for Good To Great For Sales in Kotak Securities.
- Attended workshop on Leadership Skills in Business and Language & Business Communication Skills in M.S. University of Baroda.
- Summer Internship at Amul Dairy:
 - Title: The study of penetration of Amul products in HoReCa segment.

PERSONAL INFORMATION

Permanent Address	Nana Uchaniya Nr. Ram Temple, Jafrabad-365540 Dist. Amreli, Saurashtra.
Date of Birth	04-09-1991
Languages Known	English, Hindi, Gujarati
Hobbies	Chess, Trekking, etc.
Nationality	Indian