

## RESUME

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**KUNJAL ASHOKKUMAR TRIVEDI**

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### **OBJECTIVE:**

**To obtain a position in organization that will utilize my skills and knowledge.**

### **WORK EXPERIENCE:**

- At Present,I am working in **BroachCutter Drilling Machines Pvt. Ltd.** as **Territory Manager** Which is one of the leading organization of marketing & selling of **Industrial drill machine & different types of Industrial HSS & TCT cutters** in May-2018 to Continue.
  - A. Developing and appointing the **dealers and distributors to expand products** reach in the market and mentoring the distributors sales man for effective functioning and accomplishment of individual and team goals.
  - B. Sales & Marketing of **Industrial Magnetic Drill Machines & It's different types of HSS & TCT Cutters.**
  - C. Overseeing marketing and **sales operation at Regional Level**, for achieving increased growth and initiating market development efforts.
  - D. Implementing long term/short term **strategic plans to enhance operations** in coordination with the organization and the industry trend.
- I had Worked in **Sintex Industries Ltd.,Kalol** as **Asst. Manager - Marketing** which is one of the leading organization of designing, manufacturing ,marketing & selling **MCB,RCCB,MCCB,LED,Different type of Electrical Meter Boxes,Electrical Junction Boxes,Panel Boxes & Electrical Fuses,etc** in Sept.-2014 to May-2018.
  - 1. Build relationship with Channel Partners(Distributors + Dealers ),Industrial Customers,Govt. Boards .

2. Sales & Marketing of **MCB,RCCB,MCCB,LED, Different type of Electrical Meter Boxes, Junction Boxes, Panel Boxes, Electrical Fuses,ect .**

3. Sale Projection & Planning.

■ I had worked in **Consul Consolidated Pvt. Ltd.,Vadodara** as **Sr.Sales Executive** from Jan.-2011 to Sept.-2014. Consul designing, manufacturing, marketing & selling of Industrial Stabilizer, UPS , Transformer ,Inverter & Solar Products.

1. Sale Projection & Planning.

2. Sales & Marketing of **Industrial Stabilizer,UPS,Battery,Transformer, Inverter & Solar Products.**

3. Build relationship with customers.

■ I had experience of **Supernova Engineers Limited, Vadodara** as **Sr.Sales & Service Engineer** which is one of the leading organization engaged in designing, manufacturing, marketing & selling State-of-Art Technology Diesel & Gas Generating Sets **10 KVA to 2000 KVA in Projects** in Sept.-2007 to Jan.-2011.

A. It also provides sound proofing solutions for noise control of generating sets.

Responsibility to understand the customers to the core, responsibility to offer nothing but the best, is the ability of **Supernova** to see beyond the apparent. SUPERNOVA Diesel generating sets are very popular in Indian sub-continent.

B. I have wide range of experience in **Erection, Installation & Commissioning, Alternator winding, AVR Card checking , After Sales of Equipments** such as **diesel generator sets** as well as in **Maintenance, technical support, Monitoring and breakdown maintenance in Electrical Panels.**

■ I have also served **Hitachi Koki India Limited, Power Tools Divison** as **Sales & Service Engineer** from June-2004 to Sept-2007.

1. Sales planning & Forecasting.

2. Customer Relationship Management.

3. Maintance of power tools.

4. Strategic Sales & Marketing Campaigns.

5. Group Leader.

■ Worked with **Power Solution Services Pvt. Ltd.** dealing in TATA Liebert/EMERSON Make **UPS systems & Battery** as **Sales & Service Engineer** from May-2000 to June-2004.

1. After Sales Service.

2. Worked on AMC with on Productive, Predictive as well as Preventive Maintenance & also served to Customer during Breakdowns.
3. Travelled extensively areas Gujarat include Maharashtra & North India.

**EDUCATIONAL QUALIFICATION:**

- Diploma in Electrical Engineering from M.S. University, Vadodara.
- Diploma in Marketing Management from M.S. University, Vadodara.
- B.E.Electrical-Part Time Passing 06 Nos. Paper in AMIE,Vadodara.

**LEADERSHIP EXPERIENCE:**

- Played many cricket matches as a successful captain.

**SKILLS & STRENGTHS:**

- Good analytical skill, good communicator, participative and have learning attitude.

**COMPUTER SKILLS:**

- Results Awaited for C & C++
- Basic computer skills in Word, Excel and Power Point.

**LANGUAGES KNOWN:**

- English, Hindi & Gujarati.

**AREA OF INTEREST:**

- Travelling, making friends & playing cricket.