



Prafullakumar Devhare

Assistant Area Sales Manager - Berger Paints India Ltd

A dynamic professional with 10 years' experience in Research & development, Technical Sales and Service. Experienced in a wide range of surface coatings, paint application, product commercialization, product customization, cost reduction, techno-commercial & development.

✉ praf david007@rediffmail.com

☎ 8600224777

📍 Mumbai, India

WORK EXPERIENCE

Assistant Area Sales manager Berger Paints India Ltd

10/2023 - Present Bangalore
Leading Sales Planning, development and Account management to grow existing accounts and establish new sales accounts. Establish productive and professional relationships with key personnel in assigned customer accounts. Built sales forecasts and schedules to reflect desired productivity targets.

Assistant Manager - Technical Sales & Service

PPG Asian Paints Pvt Ltd

01/2017 - 10/2023 Mumbai/Bangalore
Was looking after Bangalore based customers' in Industrial Coatings (OEM) Honda for GI Paint, TAFE for CED Paint. Accountable for 11CR PA sales & service. Worked in R&D of Coil Coatings & Extrusion department for Modification & development of coil coatings such as RMP, SMP, SDP, Metallic, Spray PVDF, Mono-coat products and all long-term testing of products. Developed suitable and cost-effective products as per the customer specifications & market requirement. Standardization of new product / Formula on before commercialization for production department.

Executive - Research & Development CLASSIC STRIPES PVT. LTD.

12/2015 - 01/2017 Mumbai
Implementation & Development of new products. Close monitoring during development & production stages with focus on material & research. Implementation of cost reduction materials & monitoring it for introducing in new products as well as existing ones.

Technical Officer

JK Coil Coating Pvt. Ltd

04/2014 - 11/2015 Mumbai
Formulation, development and modification of different types of Coil coatings (RMP, SMP, SDP). To understand the customer's specification and quality needs in order to introduce new products. Handling of experiments on, bead mills. Evaluation of raw materials by trial batches & testing of all properties as per specs.

VOLUNTEER EXPERIENCE

Tree Plantation

PPG Asian Paints Pvt Ltd

Food for Hungry

Classic Stripes Pvt Ltd

SKILLS

Problem Solver

Quick Learner

Presentations

Market Analysis

Account management

Competition Analysis

EDUCATION

10th Class

K Narkhede Vidyalaya, Bhusawal

06/2005 - 05/2006

Bhusawal, Maharashtra

12th Class

K Narkhede Vidyalaya, Bhusawal

06/2007 - 06/2008

Bhusawal, maharashtra

B.Tech. - Chemical Technology

U.D.C.T., Amravati, Maharashtra

08/2008 - 05/2012

Amravati, Maharashtra

P.G. Diploma - Distillation

MSBTE, Mumbai

06/2012 - 04/2014

Nasik, Maharashtra

ACHIEVEMENTS

Converted 2 new CED businesses in first 4 months of working in Berger Paints

Worked and grabbed Siren Blue shade in HMSI 3F from competition while working with PPG Asian Paints, the alone shade is comprising of almost 40% share of total supply.

Developed cost effective solutions, shades, products during R&D in Mumbai while working in PPGAP

Implemented alternative Base Film in the manufacturing of Automotive Decal while working with Classic stripes