

Chirag Gumber

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Profile Summary

A Competent Professional with overall 4 year of experience in:

- Manager Marketing
- Client Relationship Management
- Team Management
- Business Development
- Presently associated with **Stanvac-Superon Group**
- Monitoring sales and channel management in contributing towards enhancing the business volumes, growth & achieving profitability norms for the organization
- Skilled in handling pricing strategies, competitor and market analysis new product roll out and target marketing

Areas of Expertise

- Supervising the performance of dealers with key emphasis on achieving revenue target
- Identifying and networking with prospective clients, generating business from existing key account and maintaining sales growth
- Analyzing marketing trends & providing valuable inputs for the product enhancement and fine tuning sales & marketing strategies.

Career highlights

Sales And Marketing

- **Stanvac - Superon Group**:- Oct-2018 - Present
Designation:- Area Sales Engineer
Location:- Bathinda (Punjab)

Stanvac-Superon group is one of the largest leading company in field of the industrial range of **Maintenance aerosol & Lubricants, Engineering adhesives, Floor Coating, Concrete protection Coating, Acid Floor Coating Environmental safety & Anti-corrosion protection products for metal Structure, Electrical maintenance products, Industrial protective coatings, Passive fire coatings,** with the manufacturing facilities at Manesar (Haryana) in India .

Key Responsibilities

- Administration of the sales on Monthly/Quarterly basis and to ensure meet desired target allocated
- Monitoring market trend about the product being serviced along with competitor's market
- Maintaining relationship with major group like **HMEL (Refinery)/ Trident Group, TSPL(Power Plant), NFL,NPL(Power Plant), Ambuja Cement, JSW Steel, Federal Mugal etc** getting their requirement fulfilled from time to time.
- Providing new Business opportunities to achieve company sales target and improve profitability

Sales And Marketing Executive.

- **Molytech Lubes Pvt Ltd** – March 2016 - June 2018

Location:- Chandigarh

Molytech lubes private ltd. is a company has worked for different lubricant companies for many years associated with some multinational companies from USA and Europe to market **high performance lubricants and Speciality Gland packings in India offered by them.**

Key Responsibilities:

- Going on field to study the market and customers of the company.
- Generating enquiries for the company and converting them to customers.
- Studying market the company products as compared to other companies.
- Proper execution of order and dispatch it on time.
- Follow up for payment.
- Maintain good relation with customer.

Academic credentials

- B Tech in Mechanical Engineering from Punjab Technical University with 71% Marks (2015).
- 12th from PSEB Board with 75% Marks (2011).
- 10th from CBSE Board with 70% Marks (2009).

Strength

- Positive attitude.
- Ability to learn quickly.
- Ability to work under pressure, as a team player and co-operative

Personal Details

Date of birth	June 24, 1993
Address	Bhagat Singh colony St no 4 D.A.V college road JBD WEST PIN-152024
Marital Status	Single
Nationality	Indian
Father's Name	Mr.Ved Prakash Gumber

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

(Chirag Gumber)

