

Pankajkumar Chhotubhai Rakhashia

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Date of Birth: 23 Jan, 1965

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Examination	University	Institute	Year	%
LL.B. (Special)	Gujarat University	Navgujarat Law College, Ahmedabad	1991	50.40
B.E. (Civil)	Gujarat University	DDIT, Nadiad	1987	54.34
Intermediate/+2	Gujarat Board	Govt. Higher Secondary School, Gandhinagar	1982	63.37
Matriculation	Gujarat Board	St. Xavier's High School, Gandhinagar	1980	61.57

EXPERIENCE

- **Technical Director, A.V. Buildchem Pvt. Ltd.** *(Jan'2011 - Present)*
 - Developing market in Construction Chemical Industry
 - Working in all segments such as Architects, Consultants, Civil Engineers, Institutions and Retailers
 - Developed market in Gujarat, Rajasthan, Madhya Pradesh and Maharashtra
 - Arranging promotional activities for development of retail market in Gujarat like Retailers' meet, special schemes, advertisements etc.
- **Sr. Area Sales Manager (Technical Sales and Marketing), Asian Granito India Ltd.** *(Sep'2010-Dec'2010)*
 - Worked for design and development of their new range of products in Construction Chemical Category
- **Manager (Technical Sales), Nina Concrete Systems Pvt. Ltd.** *(Apr'2007-Feb'2009)*
 - Looked after Gujarat and Delhi for Approval of products in specifications of Govt. institutions, MES, PSUs.
 - Monitored water proofing jobs at Tata Nano Motors site (Sanand) and St. Larn Hotel (Ahmedabad).
- **Area Marketing Manager, Samrock Murexin Chemicals India Ltd.** *(May'2006-March'2007)*
 - Designed and developed retail segment in Construction Chemical.
 - Introduced Samrock's product in market.
 - Looked after distribution network across Gujarat.
 - Provided services in specification fields like Contractors, Consultants and Structural Engineers for approval of products.
- **Area Marketing Manager, J.K. Cement Ltd.** *(Jun'2005-Apr'2006)*
 - Developed white cement based Putty market in Gujarat in all segment.
 - Conducted number of meets with Retailers, Contractors, Applicators, Architects and Engineers.
- **Business Manager, Perma Construction Aids Pvt. Ltd.** *(Apr'2000-Jun'2005)*
- **Business Manager, Roffe Construction Chemicals Pvt. Ltd.** *(Jun'1996 -May'1999)*

POSITIONS OF RESPONSIBILITY

- Delivered lecture on **Rehabilitation of Distressed RCC structure** to MES Engineers at New Delhi and to Final Year Engineering students at Engineering College, Nashik.
- Live demonstration of Repair Products at General Hospital, Bhuj during 2001 Gujarat Earthquake.
- Delivered the tutorial lecture on **White Cement based Putty and waterproofing powder** to Final Year Civil Engineering Students at Shantilal Shah Engineering College, Bhavnagar.