

SANDEEP G. RAIKWAR

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PROFILE SUMMARY: -

Over 11 years of expertise and experience in well-known organizations. A dynamic and successful career in sales, operations and marketing with a proven track record of 100% achievement in set targets given by the management. Keen Analyst and always eager for self-development. Always driving sales efforts for attainment of targets with a view to optimize revenue and achieving business excellence.

WORK EXPERIENCE: -

Dec' 2020 to till present "Apex Bartech (Mahesh Barcode Solution Pvt. Ltd.), Ahmedabad, India as Sr. Sales Executive Role: -

- Barcode, RFID, Smart Card Technology Solutions for Corporates, Industries & Enterprises, Educational Institutions
- Warehouse Management, Inventory Management, Work-in-Progress Solutions for Industries
- Barcode Printers, Barcode Scanners, Mobile Computers, Barcode Labels, Barcode Data Terminals
- RFID Solutions for Industries & Libraries
- Custom Applications for Industries & Enterprises
- Our Barcode Solutions in India are used effectively by many organizations including Corporates, Industries, Educational Institutes, Enterprises, AIDC/Barcode Solution Providers & ERP System Integrators

May' 2014 to Dec' 2020 Shreenath Smart Technologies Pvt. Ltd., Ahmedabad, India as Sr. Executive Sales & Support Role: -

- Smart Card Solutions in India are used effectively by many organizations including Corporates.
- Develop a growth strategy focused both on financial gain and customer satisfaction.
- Conduct research to identify new markets and customer needs.
- Promote the company's products/services addressing or predicting clients' objectives.
- Prepare sales contracts ensuring adherence to law-established rules and guidelines.
- Build long-term relationships with new and existing customers.
- Following up new business opportunities and setting up meetings.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique Selling propositions and differentiators.

Accomplishments:

- Successfully Implemented ID card Printer Solutions & Customized Smart Card Readers/encoder for inline CHIP encoding.
- Operations co-ordination and addressing customer objections.
- Successful execution of RSBY Health Project & handling UID/EPIC Project Club Management Solution.

Projects initiated and successfully implemented: -

- Specialized ID Solutions for Student ID Cards, Staff ID Cards.
- Smart Card Solutions, Software, Cards, Readers and Applications
- Working with CSC: -
 - (UID) Aadhaar card project
 - (EPIC) Election Card Project
- Mukhyamantri Vatsalya Card Yojana
- NRG Center Non Resident Gujarat
- (RSBY) Rashtriya Bima Suraksha Yojana
- Gujarat Vehicle Registration Certificate
- Rajkot Municipal Corporation
- Mukhyamantri Ma Card Yojana & etc...

Apr' 2011 to May 2014 Auto-ID Systems (I) Pvt. Ltd., Mumbai, India as Sales Executive Role:-

- Meeting frequently with potential clients-PAN India to demonstrate and sell card printing solutions.
- Maintaining customer base and regional accounts.
- Followed up after sales and performs daily routine administrative procedures.
- Grasping diverse business needs of customers and offers exact solutions.
- Developed impressive sales plan through effective sales methodology.
- Assisted with the company helpline and serve as customer representatives to customers having technical difficulties.
- In-depth knowledge of the industry and its current events.
- Developing ways to improve the customer experience and build brand loyalty.

Accomplishments and Achievements:**Successful Projects Handled:**

RSBY Health Card project

ESIC Project

Mar' 2009 to Apr' 2011 Kankaria Textile, Ahmedabad, India as Sales Development Role:

- Lead Generation for Textile and Fabrication Industry.
- Sales Closure for the developed leads.
- Proactively seek new business opportunities in the market.
- Stay up-to-date with new products/services and new pricing/payment plans.
- Excellent Track record of achieving sales targets.

Oct' 2007 to Mar'2009 Impulse Organization, Ahmedabad, India as Team Lead:

- Marketing and Sales for Oxford University Books
- Communicate deadlines and sales goals to team members
- Develops strategies to promote team member adherence to company regulations and performance goals

Education Qualification:

S.S.C from Govt. School

H.S.C from NIOS School

Professional Qualification:

DIPLoma IN COMPUTER HARDWARE Form JET King.

BACHELOR OF COMMERCE (B-COM)

Personal information: -

Date of Birth : 01-July-1985.

Languages Known : English, Hindi & Gujarati.

Marital Status : Married

Nationality : Indian

Hobbies : Reading Books, light music, like to see new places, To Absorb Human mind.

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Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

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Place – Ahmedabad
Gujarat India