

## **Devendra R Trivedi**

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### **PROFILE & OBJECTIVE:**

A Multi-skilled, talented personality with **25 + Years' experience in Sales - with the goal to optimize New Projects capture and Industrial Sales Target**

### **ORGANIZATIONAL EXPERIENCE:**

#### **01 Feb, 2005 - Till SEP 2018 SHALIMAR PAINTS LTD – SALES MANAGER ( GUJARAT )**

SHALIMAR PAINTS LTD. is first and very oldest paint manufacturer in India since 1902  
Shalimar supply Industrial products in various industries like Oil refineries / Power plants/Chemical Ind / Engineering Unit / Petrochemical etc. The company is working with basically for the various power plants , All Cement Plant, JPL, ADANI, etc. & Oil refineries - BPCL & HPCL as well as for various corporate.

### **ROLES & RESPONSIBILITIES:**

- Technical and commercial discussion with New Projects as well as existing projects
- Negotiation & Rate Finalization.
- Knowledge of Basic Computer.
- Corrective Action Implementation on Supply, Rejection Quality System Implementation.
- To remain in touch with market for monitoring price lines.
- Monitoring New upcoming projects and competitor activities

### **PREVIOUS EXPERIENCE DETAILS :**

#### **1. 2005 – 2018 Shalimar Paints Ltd as Sales Manager – Gujarat Industrial**

#### **2. 2002 – 2005 – Working with Decolite Paints at Ahmedabad as Sales Executive**

**Decolite Paints** is a local make Company in the industry of Paint manufacturer since 1990. The company is working for small scale industrial unit in all over Gujarat

#### **3. 1996 – 2002 – Working with SARIKA PAINTS LTD as Sales Executive for Rajasthan**

**SARIKA PAINTS LTD** is dealing in all Dealer Network at Gujarat as well as Rajasthan in NC / Deco/Industrial products in paints

#### **4. 1993– 1996– VIMAL PAINTS – As Sales Executive for South Gujarat and Ahmedabad**

**VIMAL PAINTS.** Is one of the paints manufacturer unit at Mahesana ( North Gujarat ) . Vimal Paints is also Group Company of Vimal Microns/Vimal Submersible Pump/Vimal Food & Oil/Vimal Dairy

## 5. 1991 – 1993 – DECOLITE PAINTS – As Sales Executive

**Decolite Paints** is a local make Company in the industry of Paint manufacturer since 1990. The company is working for small scale industrial unit in all over Gujarat

### **ACHIEVEMENT:**

- Handled five projects of above 3 Cr. Value from ONGC – HAIRA/ONGC- MEHSANA/ADANI POWER/IFFCO/JSW/ IOCL apply supply projects ETC.
- Experience of handling 15 + projects in 12 years including Techno commercial service

### **CORE PROFESSIONALSTRENGTH:**

- Creative Mind set & Quick Learner
- excellent team work skills
- Flair to manage people & Friendly with an upbeat attitude
- Strong Vendor development ability
- Efficient Procurement with QC department approach
- Vendor Identification, Development
- Good analytical skills
- Good convincing power
- New Project Development
- Sound project management and control skills.
- Flexibility to adapt to pressure
- English Communication skills

### **ACADAMIC CREDENTIALS:**

Graduation in Science (B.Sc. – Physics) with 58 % from R. G. Shah Science College, Ahmedabad in June, 1991

H.S.C. with 45% from Jivan Sadhana High School, Ahmedabad in March, 1987.

S.S.C. with 45% from P.J. High School, Ahmedabad in March, 1984.

**EXPECTED SALARY:** UP TO 9 TO 10 LAC CTC PER YEAR

### **PERSONAL DETAILS:**

Date of birth: August 23<sup>rd</sup> 1968

Marital status: Married

Nationality: Indian

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