

JENISHKUMAR R. CHANDVANIYA

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Profile

An enthusiastic professional having experience in sales and marketing in manufacturing industry. Seeking a challenging role in Sales, Marketing and Business Development for the growth of an organisation by utilizing and improving skills and knowledge. Bachelor of Technology in Mechanical Engineering from Nirma University.

Work Experience

Thermax Limited

August, 2019 – Present

Regional Sales Executive

- Handling Direct Sales of Heating Division dealing in Boilers and Thermic Fluid Heaters for West Region.
- Managing leads and inquiries from various customers in Morbi, Saurashtra, Kutch Area in Gujarat.
- Achieved order booking of INR 25 Cr. YTD for ongoing FY 20-21.
- Engage in techno-commercial discussions with clients, consultants, EPC contractors to understand their requirements and suggest best solution.
- Co-ordinate with various departments to prepare competitive proposal fulfilling customer's requirement.
- Develop business through Existing Customers, OEMs, Key Accounts, Channel Associates, Consultants, Indirect Exporters, and Corporates.
- Analyse and reporting key market trends to senior management for ensuring market coverage across geographies & industrial segments and keeping other departments updated about them.
- Present products and feasibility studies to C-level executives of various organisations.
- Conduct internal order transfer meetings for smooth transition of order to execution group.
- Manage leads and inquiries data management through SALESFORCE and order booking through ORACLE.
- Joined as GET and undergone company induction program of comprising of introduction to organisation, various divisions, functions, Express Communication Program. Understood function and working of various departments in Heating Division.
- Performed market research for Heating Division for Gujarat area.

Key Skills

- B2B Sales
- Marketing Strategy
- Business Development
- Negotiation
- Value Selling
- Technical Sales

Educational Qualification

Qualification	University	Institute	Passing Year	Marks
B. Tech Mechanical	NIRMA	Institute of Technology, NU	2019	8.57 CGPA
Diploma Mechanical	GTU	Atmiya College, Rajkot	2016	9.89 CGPA
S. S. C.	GSEB	Shri Jam Kandorna High School	2013	85.5 %

Certifications & Courses

- Certified Yellow Belt in Lean Six Sigma Methodology – GELRAD LLC, Florida, USA (April, 2018)
- The Fundamentals of Digital Marketing – Google (June, 2020)
- Google Analytics for Beginners – Google (July, 2020)
- Lead Generation Machine: Cold Email B2B Sales Master Course, Udemy (Oct, 2020)
- PLCs – Capability Development, Tata Steel (May, 2020)
- Introduction to 3D Printing and 3D Printable Designs – Silverwing Technologies Pvt. Ltd. (Sept, 2017)
- CNC Programming with Practical Approach – Darshan Engineering College, Rajkot (March, 2016)

Academic Projects & Internships

- Calculation & Improvement of Overall Equipment Effectiveness in CNC Machine Shop
(B. Tech 8th semester Major Project at RBD Engineers Pvt. Ltd., Gandhinagar)
- Summer Internship – Panchnath Auto Pvt. Ltd., Rajkot (B. Tech 7th semester Summer Internship)
- Impact of Mixing Techniques on Properties of Aluminium MMC (B. Tech 7th semester Minor Project)
- Fabrication & Experimental Investigation of Barrel Mixer & V-Blender (B. Tech 6th semester Mini Project)
- Design & Process Development of Worm Gears
(B. Tech 5th semester Mini Project-IDP for R. A. Enterprise, Ahmedabad)
- Coordinate Measuring Machine & Computer Aided Inspection (B. Tech 4th semester Seminar)
- Jig Saw Machine (Diploma 6th semester project – Group Leader)
- Multi Nut Remover & Tightener (Diploma 5th semester project – Group Leader)

Achievements and Extra-Curricular Activities

- Secured 7th Rank CPI wise in Gujarat Technological University in Diploma Mechanical Engineering
- Acquired 10 out of 10 SPI in last three consecutive semesters in Diploma Mechanical Engineering
- Completed comprehension training of English Language in Language Lab during 2nd semester in Diploma studies
- Completed one month training on 'Basic Computer Course' by Gujarat Council of Vocational Training at I.T.I. Jam Kandorna
- Worked as Event Head in national level techno-management event Praveg 2017 during B. Tech
- Participated in many science fairs at district level during Primary and Secondary Schooling

Computer Proficiency

- CRM – Salesforce
- ERP – Oracle
- Microsoft Office
- CAD – Solidworks, AutoCAD

Personal Information

Full Name : Jenishkumar Rajeshkumar Chandvaniya
Mobile number : +91 8128686225
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Date of Birth : May 18, 1998
Languages Known : English, Hindi and Gujarati
Hobbies : Listening Music, Travelling
Permanent Address : Opp. Gram Panchayat, Near Bus Stand, Jam Kandorna, Dist. Rajkot – 360405
Current Address : B/9, Near Railway Station, Prahlad Nagar, Ahmedabad – 380015

Self-Declaration

I hereby declare that the above written particulars are true and correct to the best of my knowledge and belief.

Date: January 21, 2021

Place: Rajkot, Gujarat



Jenishkumar Chandvaniya