

# Synopsis:-

**Rajendra Panchal**  
C-28,Vimal Park Society,  
Near Gujrat Vidyut Board,  
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## Career Objective

A challenging diverse and dynamic job profile, offering ample opportunity and freedom to utilize the inherent talent of the aspirant to the best of his ability, enables him to deliver consistently.

## Professional Synopsis

An MBA with Marketing.

## Key Skills

Marketing Research, Strategic Planning, Public Relations, Consumer Communication, Operations and Team Management, problem solving skill, Dealer Handling.

## Work experience-1

<b>Duration</b>	March 2012 to May 2014
<b>Company</b>	Diffusion Engineers ltd
<b>Product range</b>	Maintenance welding alloys Coating product Sealant and Service welding, surface coating
<b>Designation</b>	Customer engineer.
<b>Location</b>	Gandhidham (Kutch)

## Work Experience-2 :

<b>Duration</b>	May 2014 to Oct 2019
<b>Company name</b>	Demech Chemical Products Pvt ltd
<b>Product range</b>	Protective coating like glass flake Product, epoxy coating Cold repair product ,Pu coating, wear resistant coating
<b>Designation</b>	Sales engineer and Project in charge
<b>Location</b>	Gandhidham (Kutch)
<b>Area</b>	Kutch and Saurashtra

## Work Experience-3 :

<b>Duration</b>	Oct 2019 to Sep 2021
<b>Company name</b>	Clean Coats Pvt ltd
<b>Product range</b>	Protective coating like Glass flake Product, Cold repair product Construction Chemicals Waterproofing Solution etc.
<b>Designation</b>	Sr.Sales engineer and Project in charge
<b>Location</b>	Gandhidham (Kutch)
<b>Area</b>	Kutch and Saurashtra

### **Present Working :**

<b>Duration</b>	Oct 2021 to Present
<b>Company name</b>	Aashish Coating Pvt Ltd
<b>Product range</b>	Protective coating Glass flake Product, Cold repair product, Chemical resistant Flooring, Epoxy paint
<b>Designation</b>	Business Development Manager
<b>Location</b>	Ahmedabad
<b>Area</b>	Ahmedabad, Kutch and Saurashtra

### **Educational Qualifications :**

- MBA (Marketing & International Business) From Indira School of Career Development :61% (2009-11, completed)
- B.Sc( Chemistry) from S.P University(Gujarat) :59% (2009)
- H.S.C From J.J.S.S. School(Udaipur) : 72.46% (2006)
- S.S.C From : Govt. H. S. School : 82.50% (2004)

### **Personal Details :**

Fathers Name: Mr. Prabhulal Panchal  
Date of Birth: 12'Jan1988  
Language Proficiency (Verbal /Written): English, Hindi, and Gujrati

### **Project Details :**

**Sector:** Manufacturing

**Company Name:** Weld craft Pvt. Ltd (Bangalore)  
(Manufacturing Company of Welding Rods)

**Project Title:** Market research, Increase Penetration level of weld craft and  
Development of new distribution channel in PUNE

**Duration:** Two months

### **Project Profile:**

- ❖ Comparative survey and analysis between different welding rods companies.
- ❖ Gain the market share, market size and develop new strategy for increase selling
- ❖ development of new distribution channel in Pune
- ❖ conduct a meeting with clients, give presentations on products and services provided by the company,
- ❖ Building relationship with customers for expanding business.
- ❖ SWOT Analysis

## **Computer Skills:**

**Operating Systems:** Windows, DOS

**Packages Known:** Computer fundamental  
MS-Office 2003/2007 (Word, PowerPoint, Excel)  
Introduction to Internet

## **Additional Qualification:**

- Successfully completed an intensive programme on Business Etiquette and Grooming by **Mr. Minocher Patel**, Founder Director, Ecole Solitaire.
- Undergoing a 250-hour comprehensive **performance-based Leadership Development Programme** by **Stratecent Consulting**, to acquire the following skills:
  - Negotiation Skills
  - Problem Solving Skills
  - SPIN Selling
  - Team work

## **Extra curricular activities**

- Participate in cricket tournament in college
- Participate in "national energy conservation 'day'"
- Participate in social activities in village
- Reading book and novels
- Travelling

## **Awards & Achievements**

- Player of winning interclass cricket tournament in college
- Consecutive five times awarded by society for academic excellence from 2002-06
- Awarded by "Rajasthan Patrika" for academic excellence

## **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.

**Place**

**Ahmedabad (Gujarat)**



