



Tushar Kulkarni

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Location - Mulund (west)

Objective

To take forward the successful marketing experience in sales, marketing planning and strategy formulation and increase personal brand equity while working with a reputed organization.

Experience

MBA with 17 Years of experience in Sales & Marketing of Building material products. And team handling experience of 10 to 11 persons for 9 years.

1) Working for "Alstrong India Pvt Ltd" [Dec 2019 to Till date]

Designation – "Regional Manager" (Mumbai, ROM, Gujarat, Goa Region)

Job Responsibilities:-

- a) Handling Sales & Marketing of Aluminium composite panel (ACP), Metal composite, Zinc composite, Aluminium Partion Panel, with FR and Non-FR grades, with **Team handling of 5 to 6 person for Mumbai, Maharashtra, Gujarat, and Goa region.**
- b) Providing Technical and professional solution for Facade / Cladding and Partition's and closely working with Architects & interiors, Facade Consultant, Fabricator, Contractor, PMC, Builder, and end user....
- c) Providing Training of products to all new & existing dealers for understanding the products and about latest update of newly invented products & technology by company.
- d) Preparing the BOQ language to specify our products in BOQ for Facade Consultant, Architect & interior. So it's easy to Specify our products by giving our own language of specification.
- e) Scheduling the Joint meeting of Fabricator, Contractor, Trunkey contractor, Interior contractor under 1 roof.
- f) Doing ARC with Contractors and Builder. To install our products in each and every Projects by doing samples / mockup in builders projects or in any new project of Facade Consultant, Architects & Interiors.

Major Achievement: -

- a) Specified our products in Goa Mapusa Airport, High court project of Goa, Forest project of Chandrapur and Sainik School, Metro Bahvan project of Nagpur. ETC.
- b) Specified **80,000 sqft of material in Seven Infra and Ajmera Builders Project, and 1,50,000 sqft in SBI.**
- c) Specified in **"Maharashtra Airport Authority", "Airport Authority Of India" And "Ahmedabad Airport"**.
- d) Specified in all companies of Reliance Group, JNPT, Bharti Vidya Pith, CPWD, PWD, Hospital projects Like Cloudnine, Nair, Breach candy, Jaslok and Apex Hospital.

2) Worked with "Marvel Décor Ltd" [May 2017 to Nov 2019]

Designation – "Regional Sales Manager" (Mumbai, ROM, Gujarat, Chattisgarh, Goa Region.)

Job Responsibilities: -

- a) Handling Sales and Marketing of Window covering products with **Team handling of 10 to 11 person for Mumbai, Maharashtra, Gujarat, Chhattisgarh and Goa** region with **65 Channel partner and 5 Distributor**.
- b) Providing Technical and professional solution for Windows covering, Roof covering, External covering and some partition products with Manual, Motorization, Automation, mobile App and with Google voice alexa option and closely working with Architects & interiors, Contractor, PMC, Builder, and end user....
- c) Providing Training of products to all new & existing dealers for understanding the products and about latest update of newly invented products & technology by company.
- d) Preparing the BOQ language to specify our products in BOQ for Architect & interior. So it's easy to Specify our products by giving our own language of specification.

Major achievement :-

- a) Appointed **21 New Channel partner and 3 Project partner** in Mumbai, ROM, Chhattisgarh, Gujarat, Goa.
- b) **Received confirmation in only 3 months' time from HR** with the recommendation from Higher Authority.
- c) Awarded **"International Trip to Thailand"** from Company side for overall performance achievement.
- d) Cracking new project like Magarpatta Developers(Pune), Manoj rampuria (Steel MFG) in Raipur
- e) Many celebrities Residence Like Varun Dhawan, Rakesh Roshan, Bonney Kapoor, Rani Mukarjee's.

3) Worked for "Kerakoll India Pvt Ltd"(Italy base company) [Aug 2013 to April 2017]

Designation – Sr. Sales Manager (Mumbai & Maharashtra)

Job Responsibilities: -

- a) Providing Technical and professional solution for **flooring, wall & cladding system to fix vitrified tiles and stone with adhesive on any kind of substrate like wood, glass, plastic and cement sheet, till any limit**. Also taking whole contracts with our company applicators.
- b) **Team handling of 4 to 5 person for Mumbai and Maharashtra region**.
- c) Providing solution of **water-proofing & Grouting** for the areas like **Terrace, balconies, sunken portion, podium, swimming-pool, water tanks, UG tanks, etc.** and other wet areas where water-proofing required.
- d) Closely working with architects, contractors, decision makers of products from clients & end users.

Major achievement:

- a) **Appointed 5 distributor in 2 month for sales, marketing** and for stocking of material to cater the market.
- b) **Handling total 14 to 15 distributor in Mumbai and Maharashtra** to cater market and provide service to client.
- c) Specification in pipe-line to be made with **Lodha, Runwal, Abhikalpan Group, Taj hotel, Marriot hotels**.
- d) **Achieved specification target till 15 Crore with approved (BOQ) copy and remaining 7 to 8 crore's of approvals is in Pipeline** which is fruit full in next 6 month time.

4) Worked for "HYDERABAD INDUSTRIES LTD"- C.K.BIRLA [Oct 2009 to July 2013]

Designation: "Area Sales manager" (Mumbai)

Job Responsibilities:-

- a) Selling the construction product like composite sandwich panel, Cement-block, D-boards, C-boards and explaining the details of the product as well as the application part of the product and how the product can execute.
- a) Meeting the clients like architect, builders, interior contractor, civil engineers, or the person who finalizes the deal of the product like purchase department head, director, general manager, vice-president.
- b) Fulfill the client's needs like availability of stock in time and building the good relationship with.

Major achievement:

- a) Achieved the maximum target of every month.
- b) Bring out the new project and clients to the company like Cipla pvt ltd, Haware builder, satra properties, Alco still pvt ltd, Villayati ram mittal(VRM), Lodha, Wadhwa, and other builders, Reliance, Anandrathi.

5) Worked for "MEGA BLOCK PVT LTD"[April 2005 to September 2009]

Designation: "Sales Manager"- Mumbai

Job Responsibilities:-

- a) Selling the construction product like concrete(cement) block and explaining the details of the product as well as the application part of the product and how the product can execute.
- b) Meeting the clients like architect & interior, builders, interior(civil) contractor, civil engineers, or the person who finalizes the deal of the product like purchase department head, contracts head, director, general manager, vice-president of the company.
- c) Fulfill the client's needs like availability of stock & pricing according to their requirement in time and building the good relationship with them for further assistance.

Major achievement:

- a) Achieved the maximum target of every month
- b) Bring out the new project and clients to the company like Wadhwa, Shah group, Haware builder, Runwal, Lodha, Omkar, Orbit, K-raheja, Raheja Universal, Etc

Qualification: -

MBA with specialization in Sales & Marketing and Production Management in 2017 From EIPS.

B.COM from Mumbai University in 2008.

H.S.C from Mumbai Board in 2005.

S.S.C from Mumbai Board in 2003.

Extra-Curricular Activities: -

Played Thane District Level Inter Jr. College Cricket Tournament In 2003 & 2004 From Chatravand Cricket Academy.

Personal Information: -

Date Of Birth	:-	30 th November 1986
Language known	:-	Marathi, Hindi, English & Gujarati.
Hobbies	:-	Playing Cricket, Chess, Reading & Running
Marital Status	:-	Married