

CURRICULUM VITAE

SANJAY CHANDRAKANT DHAMALE

Mobile No: +91-9029165589

E-Mail: scdhamale88@gmail.com

Profile

Experienced and self-motivated Technical sales associate with six years of auto-refinish industry experience overseeing sales figures and new account developments. Working collaboratively with sales teams, to increase sales and develop strategies to retain customers.

Job profile and Experience

Manager Sales, Cygnii Automation Pvt Ltd.Pune

December 2021- Present

- Helped to achieve a 12% increase in sales revenue over the course of 6 months.
- Develop new business opportunities by understanding projects need which will full fill need for long term business.
- Developed and implemented sales plans to expand customer base and increase customer retention.
- Conducting weekly, monthly and quarterly reviews for ensuring team achieves the annual sales targets.
- Performing in-depth market research and competition analysis.

New Business Development and Customer Service Executive, PPG Asian Paints Limited. Pune

July 2021-September2021

- Work on new business development project.
- Industrial mapping done at Pune division.
- Prepared product reports by collecting and analyzing customer information.
- Visited to Automotive, powder and industrial coating customer's sites to provide technical support.
- Calculated overall volume consumption of automotive paint, industrial paint and powder coating against competitors.
- Keeping the brand image of the organization, proactively handling technical support at Mahindra Vehicle, Varroc polymers ltd.

Senior Technical Sales Executive, Delta Coating, Mumbai-Thane

June 2014 - March 2020.

- Handled PPG Asian paint auto-Refinish System at Mumbai and Thane region.
- Professional in shade matching.
- Provided technical support to car authorized body shop and bus body Business.
- Visited customer sites to supervise new product trials and troubleshoot issues when they arose.
- Evaluated production activities and provided suggestions for quality improvements and cost control.
- New shade development as per customer requirement.
- Testing of In process and final products.
- Managed large amount of incoming calls.

Technical Service Officer, Trimuti Paints, Thane

- Worked for 1 Year in R&D (Paints) for shade development and technical support in Mumbai.

Trainee, Savita Oil Technologies LTD, Mumbai.

- Project trainee R&D Department.

EDUCATION QUALIFICATIONS

Year	Examination	University / Board	Percentage/ Grade
2011	B. Tech. (Plastic)	North Maharashtra University, Jalgaon	60.3%
2007	Diploma in(polymer & plastics)	Dr. Babasaheb Ambedkar Tech. University	65.00%
2004	S.S.C.	Mumbai	56.9%

PERSONAL DETAILS

Name :- Sanjay Chandrakant Dhamale.
Marital Status :- Married
Date of Birth :- 04th May 1988
Nationality :- Indian
Languages known :- English, Hindi, Marathi.
Hobbies :- Playing Football, Listening music, and Traveling.

Declaration

I hereby declare that the information furnished above is true to the best of my knowledge.
PLACE: Pune.

