**Nirav Darji**

 **Sales Manager**

**PERSONAL SUMMARY**

401-402 Mahaveer apt , Vile Parle (E)

Mumbai -400057

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Focused, assertive, confident, driven – the qualities that define me. And the ones that make a good salesman. For the past 15 years, I’ve dedicated myself to selling. The journey that started from a Relationship Manager – selling stocks – helping companies achieve their goals, has now turned into a journey that is directly influencing the growth of Magma Industries as All India Sales Manager. From the stock market to selling some of India’s most premium fashion brands & House hold products, I’ve come a long way, honing my skills and adding attributes otherwise necessary for a successful salesman. I bring to the table the experience and skill that is required, and I now offer my services help our journey become a progressive one.

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| **AREAS OF EXPERTISE** | * Sales & Marketing
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|  |  |
|  | * Relationship Building
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|  |  |
|  | * Team Management
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**CAREER HISTORY** **Financial Markets from June 2005 to August 2012**

JHP Stock Broker as Dealer from August 2005 to May 2006

Indiabulls Securities Ltd as Relationship Manager from June 2006 to May 2007

Family business from June 2007 to August 2012

 **Luxottica India Eyewear Pvt. Ltd. from Sept 2012 to April 2017.**

 Territory Sales Officer (CSD) for West & South Region till Dec14.

 West Region & Adelphi from Jan 15 to July 15

 Senior Territory Sales Officer (CSD) for West Region & Adelphi from

 Aug 15 to April 2017.

 **Magma Industries from May 2018 till date.**

Sales manager for All India & Adelphi from May 18 till date.

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| **DUTIES** | * Understanding market trends
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|  | * Travelling around all the depots of the country
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|  | * Co-ordinating with URCs, Business Associates & Adelphi
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|  | * Managing overall Team performance
 |
|  | * Ensuring proper product display and placement
 |
|  | * Achieving Sales Targets
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|  | * Maximum revenue outputs
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| **Achievements** | * Adding a staggering 55% in product sales to the existing numbers
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|  | * Successfully managing all 32 depots.
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|  | * Never missing the set targets, ensuring continual growth
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|  | * In 2017 Market Share of Magma Industries was 16%, in 2019 we are at 27%. South India is enjoying Market Share of more than 35%.
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|  | * 30% reduction in payment over dues
* Awarded the Nation Top Gun Runner Up for best performance 2015, not only on CSD front but across all business verticals nationwide in Luxottica India.
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| **ACADEMIC** | * B.Com from Mumbai University 2005
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|  | * Certificate Program on Capital Market from Jamnalal Bajaj Institute of Management Studies 2006.
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