

Hemant Kothari

C-104 Suprabh lifestyle, Bakericity,, Vejalpur-Makarba, Nr. Nandeshwar
Mahadev Temple, Vejalpur, Ahmedabad.-380051.

M-09377542268.

Email: *kotharihemant175@gmail.com*

OBJECTIVE

Enhance to achieve a progressive and long-term position in the challenging environment where I can contribute my skills and expertise in the area of Business Sales & Improvement.

ACADEMIC QUALIFICATION

- Bachelor of Science (**Bsc-Chemistry**)
Sardar Patel University, Anand (1997).

COMPUTER SKILLS

Proficient in Computer work.

PROFESIONAL SKILLS

- Result oriented with professional **experience of 19 years in Sales and Marketing**. And in **Air Filtration solutions with 13 years experience in Gujarat Market** associated presently with world leading Air Filtration solutions provider AAF International.
- Building customer, identifying & developing new streams for revenue growth and maintain relationships with contractor, channel partners to achieve business growth.
- An effective communicator with strong relationship building and interpersonal skills, strong analytical, problem solving and organizational abilities
- Possess flexible & detailed oriented attitude.

EXPERIENCE

1. AAF INDIA PVT LTD.

July'07 to till

Title: Asst. Manager-Sales(Gujarat).-Ahmedabad.

Company Profile:

A MNC group **AAF International, Kentuky, USA** , global leader of **100 years old Air filtration group taken over by Daikin Group-Japan**, in 2006. Globally 25 locations operations and In India it has 2 manufacturing plants based at Bangalore HO and another at Noida.

Product profile: Air filter for process as well HVAC application in all Industries- Petrochemical Refineries, Automobile Industry, Ceramic,

Commercial Comforts, Power Plant (Gas Turbines air Intake systems) , Pharmaceuticals (Clean room) and Hospitals. Data Centers , electronic Industries.

Responsibilities:

- Responsible for covering regions Gujarat, and Madhya Pradesh.
- Visiting clients regularly and develop relationship.
- Develop new business with core competition and worked out customized solution for air filtration solutions .
- Achieve yearly targets.
- Attending tender and negotiation.
- Meeting consultants and contractors for project Approvals.
- MIS planning for the assigned Area
- Reporting through company CRM and Well versed with Operating marketing tools like **Zoho CRM** to faster the reaching within team responsible for solution and keep the status tracking of opportunities and leads.

Achievements

- Developed new base customers in Gujarat, Rajasthan And Madhya Pradesh (MP).
- Established the AAF make in Gujarat/MP Market with launching from 2007 and explore the market year by year.
- Make Approved in the major consultants, Contractor, Govt. Institutes and Research Centers, and OEMs.
- Consistently Achieved the sales above the target for every year (2007 to 2019)
- Green field Projects execution sales from approval to sales closing.
- Joined as Sales Engineer in 2007 and Promoted to Asst. Manager-sales, Gujarat Region. in 2011 and being large experience with responsibility of key accounts handling.
- Given responsibility of Super vision of the sales activities of sales force under for increase in sales and providing better services to customer in time with team handling and escalating the solutions.

2. Shankar Packagings Ltds.

Feb.'07-June 07'

Title: Contract Review Executive-Vadodara

Company Profile: Manufacturer of FIBC Bags and 100% EOU plant involved in Exports.

Responsibility:

- Reviewing of contracts, i.e Purchase orders and informing the planning department for the customized changes and inform stores for the bought out items
- Informing customer about the product availability schedules. And ensuring their requirements with proper communication with them.
- Handling of Customer Compliant and finding of route cause and informing the fact back to marketing department.
- Communication with marketing department and ensuring the changes in the order be taken care.
- Incharge of sample orders to dispatched in timely.
- Ensuring the stock availability and timely inform for bought out items and accessories.
- Reporting to Managing Director, executive Director and Marketing head (Overseas & Domestic).

Achievements:

Learn to control plant operations side. Put out the quality checkup of products with timely inspection during the manufacturing process of product as per the sample passed by overseas as well domestic customers.

3. CoreTech

March 2006 -Jan 2007

Title: Sales Executive-Vadodara (principal: AAF Internatinal)

Company Profile: Authorised dealer of Chemicals supply, OEM Turbo Mach Turbine and AAF International -Air Filtration solutions in Petrochemicals, Refineries chemical, pharmaceuticals and various process Industries.

Responsibility :

- Reviewing of Market capacity of filters applications at various sites of different verticles as Pharma, OEMs, Gas Turbines and other fertilizer industries as Kribco and IFFCO, etc.
- For penetration AAF make into OEM turbines, substations AHUs and compressor intake filters at GEB various plants, (now GSECL), GACL, GPEC, KRIBCO, IFFCO, IPCL, Reliance Oil Refinery- Jamnagar, Reliance Industries ltd , Essar Steel(Nayara Steel) , Nayara Energy Limited (Formerly Essar Oil Limited) , L&T , Cairns Energy (Vedanta group) Hazira.

- Bid preparation and submission to reopening of tender with collection of all details of site and preparing the data sheets for filters supply as per site operations
- Informing customer about the product availability schedules and ensuring their requirements with proper communication with them.
- Handling of Customer Complaints and providing solutions to it in timely attending it
- Communication with marketing department and ensuring the changes in the order be taken care.
- Ensuring the stock availability and timely inform for boughtout items and accessories.

Achievements

- Initiated launch of AAF products and established the AAF make in Gujarat/MP market with single handedly controlled as channel partner to AAF International and explore the market opportunities.
- Make Approved in the major consultants, Contractor, Govt. institutes and Research Centers, and OEMs.
- Consistently Achieved the sales above the target for every year (2006 June to Feb 2007)
- Identified Green field Projects execution sales from approval to sales closing and passing to direct AAF principal and assist them to convert them into sales.

4. Shrijal Enterprise

Aug.'1998 - Feb.2006

Title: Resident Sales Engineer-Vadodara.

Company Profile : Leading Business House as Dealer based at Ahmedabad involved in trading of automation products, Industrial panel building Components and Cables. ***Representing Principals:*** Paramount Industries, Technik Electromechanics, Electronic Relays India Ltd., Pep Charles Limpens, Southern Optoelectronic devices, Starlite, Essen Deinki, Mean well, Rexnord Electronics, Tyco Electronics.

Responsibilities:

- Handled independently Baroda branch and sales of south Gujarat region
- Relations with panel builders, Corporate sectors, Industries and system houses.
- OEMs- Poly Mach Machinery Ltd. (Gold Coin), Matrix Telecom Ltd., XL plastics Ltd. Eonics Hitech Components Pvt. Ltd., Multipack Pvt Ltd., Select Packaging Machinery Pvt. Ltd. etc.
- Ensure about the receipt of regular payments.

Achievements

- Understand the application of automation products like power supply, Technik auto switch, connectors, and other electrical as well electronic switches.
- Developed the market of Vadodara region and its periferal industries .
- Develop business relationship with customers.
- Understand the proper solution requirements of customer and providing right products.

Personal Details:

Date of Birth: 26.01.1975

Place of Birth: Indore, MP

Nationality: Indian

Religion: Hindu (Jain).

Marital Status: Married in 2006, Wife- Teacher, 2 Childrens (13 &9 yrs).

Languages known : English, Hindi & Gujarati

Present salary : 8.50 lacs per Anum. And additional incentive making annual CTC in 12.5-13.5 lacs

Expected CTC . Growth from the present structure.

Presently stationed at Ahmedabad (Gujarat)

Ready to move to work any where in Gujarat/MP/Rajasthan

Notice Period required of 1month.