**CHANCHAL**

[**CHANCHAL.332756@2freemail.com**](mailto:CHANCHAL.332756@2freemail.com)

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**PROFESSIONAL JOURNEY**

**LiftnShift Equipment Trading LLC, Dubai, UAE - specialized in the supply of lifting and dewatering products to oilfield, offshore, building contractors.**

**Business Development Executive (7/2014 – 1/17)**

* Product Handling – Dewatering products (Industrial Hoses & fittings), Oil, Pipeline & Offshore, Rig Fittings
* Market Handling – UAE, Oman, Kuwait, Saudi Arabia, Qatar, Yemen
* Targeting Companies Marine, Oil & Gas, Offshore, Engineering and Building Contractors Construction companies for business

Visited Countries – Oman

Responsibilities Handling –

Setting up meeting with exciting customer and searching new customers.

Regular follow-ups with the customer and prompt response.

Handling logistic – driver’s day to day schedule.

**IL&FS Skills Development Corporation Limited, Ludhiana Punjab, India - largest Public Private Partnership model set up in the Skill Training and Vocational Education area of India.**

**Senior Marketing Executive & Assistant to Branch Manager (12/2013-6/2014)**

* Handled – Skills & Grooming Courses (Retail, Mechanic, Labor, Helper)

Handled Countries & Cities – Punjab, India

Responsibilities Handling –

Conducting seminars in the school and college to guide the students.

Preparing regular report, handling students daily activity and arranging the classes schedule.

**Senior Executive International Business (2/2013-12/2013)**

**M.B. Exports Ltd. , Ludhiana Punjab, India - is an ISO 9001-2008 certified company involved in manufacturing & exporting of Dewatering Products such as Quick Coupling, Centrifugal self-priming Pump, well point pumps.**

* Handled Products – Dewatering Products (Miller, Bauer Coupling, Header & Discharge Pipe, Pumps – Miller, Centrifugal Pump)

Handled Countries – India, UAE, Qatar, Saudi Arabia, Kuwait, UK, Canada, Singapore, USA, Australia

Responsibilities Handling –

Timely submitting quotation and follow-ups for the submitted quotations.

Preparing documents for the shipments.

Following up payments.

**Senior Marketing Executive and MIS Officer (3/2010-12/2012)**

**Metalman Auto Pvt. Ltd. , Ludhiana Punjab, India - is an ISO/ TS 16946 certified company which engaged in manufacturing of sheet metal, tubular, light & heavy fabricated assemblies, sub-assemblies.**

* Handled Products – Sheet Metal, Tubular Products
* Handled Market – OEM of India & Germany

Responsibilities Handling –

Search for new OEM, represent them company’s scope of work.

Arrange meetings with them or invite them to visit our premises.

Maintaining record for the exhibitions and exhibitors.

**Frankfinn institute of Air Hostess Training , Ludhiana Punjab, India - [FIAT], Frankfinn Management Consultants [FMC] are divisions of Frankfinn Aviation Services Pvt. Ltd. It is a leading company in training and development**.

**Customer Acquisition (5/2007-2/2010)**

* Handled – Grooming, Personality Development & Air Hostess Courses
* Handled Market – Punjab and surrounding cities

Visited Cities – Punjab (All Cities and Villages)

Responsibilities Handling –

Conducting seminars in the school, college, city and villages to guide them.

Convince the students for enrolling in to our programs.

**EDUCATIONAL CREDENTIALS**

* Metric from P.S.E.B in 1999
* Senior Secondary from P.S.E.B in 2001
* B.A. in Humanities from Punjab University (Chandigarh) in 2004
* M.A. in Political Science from Punjab University (Chandigarh) in 2006
* M.A. in English from Punjab University (Chandigarh) in 2009

**COMPUTER SKILLS**

* Proficient in Microsoft Word, MS Excel, Power Point, Outlook Express, Tally

**STRENGTHS**

* Good inter personal and communication skills
* Assertive approach with self-confidence

**PERSONAL DETAILS**

Date of Birth: 18-10-1983

Marital Status: Married

Nationality: Indian

Language: English, Hindi, Punjabi

Driving License: India, UAE under process

Signature \_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_