###### Mehul

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###### Email ID:-mehul.341233@2freemail.com

**Seeking assignments in Accounting /FMCG Sales / Channel Sales / Distribution Sales / Business Development / Corporate Sales with an organization of high repute.**

**EXECUTIVE SUSUMMARY**

A result oriented professional with nearly 13.9 years of rich experience in Logistic, Accounting and Marketing, Service Operations and Business Development.

* Lastly associated with**Vadalia Foods, Rajkot Gujarat as Agency Distributor, Kapadvanj, distt. Kheira.**It is a Pioneer manufacturer of food products wefers, fryms, namkeen& a huge veriety of pscksged foods
* Adept in implementing marketing and sales activities for increasing revenue growth and augmenting organizational effectiveness.
* Thorough understanding of Sales & distribution strategy to increase coverage and achieve the set targets.
* Effective communicator with excellent man management skills; strong analytical, problem solving & organizational abilities.

**AREAS OF EXPERTISE**

***Business Development***

* Managing Logistic, Accounting,sales & marketing operations; implementing sales promotional activities as a part of product launch, brand building and market development effort.
* Analyzing latest marketing trends and tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Driving initiatives to achieve desired targets with responsibility of achieving market share & profit objectives across various locations for direct customer interaction.
* Developing relationships with key decision makers and potential clients in target organizations for business development.
* Conducting marketing campaigns such as road shows for brand building and promotion.
* Evolving market segmentation and segmentation strategies to achieve desired targets.
* Innovative thinking, ability to think out of the Box.

**ORGANIZATIONAL EXPERIENCE**

**Sept, 2013TILL VADALIA FOODS LTD. Rajkot Gukarat.**

**as Agency Distributor, Kapadvanj, distt. Kheira**

**AREA OF OPERATION: kapadvanj gujrtat**

* **Successfully handling Agency Distributor sale of FMCG product i.e manufacturer of food products wefers, fryms, namkeen& a huge veriety of pscksged foods.**
* Maintaing weekly sales order,short customers list with their area route for weekly visit to sell products toshop in kapadvanj taluka.

**Sept, 2009- july 2013 Bajaj Allianz life insurance pvt. Ltd. NadiadGujrat**

**As a JSE (junior sales excutive)**

**AREA OF OPERATION:Kheira, Gujarat**

* **Banka Insurance joint venture of Bajaj Allianz Life Insurance pvt.ltd and The kheda co-oprativebank lounch insurance policy for bank client**
* **Sales planning ,Taking a lead of bank customers , telephone contect,arrange meeting for convincing about the policy in given branches of bank.**
* **Responsibility payment collection, Filling proposal form,login policy, slove the problem of client,**
* **Claim process collect document of client,send to office for claim process.**
* **Arrange the group meeting to give relative claim fund .**
* **Take reference to promote and generate new bussines**

**May 2008 aug 2009 Orley Laboratory pvt ltd vatva GIDC ahemdabad [GUJ]As a Bussines Development Officer**

**AREA OF OPERATION:Gujarat,India.**

* **Successfully handling the sales marketing of medicine across in India .**
* **Planning of tour to appointing distriburtor of medicine accros in inindi.**
* **Responsibility for prompt payment collection , collect C – form, H – form ect.**
* **Distribution of credit / debit notes and leadger copy of dealer/ parties responsible for the debtors recovery and a/c’ s.**

**Aug, 2005- Dec, 2007. The Crown Global Export Import Pvt.Ltd.Conakary.Guinea.(West Africa)**

**as Marketing & Logistic manager**

**AREA OF OPERATION: Conakary, Guinea (West Africa)**

*Notable Accomplishments:*

* Successfully handling the Admin Work, Clerical Work, Documentation andSales & Marketing of Textile Goods , General Product (ie. Biscuit, Candy, shoes, Match boxes and a huge type of commercial and house hold products, in short I was as a whole & sole there.
* Developing repo with Business Partner Like, Distributor, Dealer, and Shop Holder.
* Increasing Sales with help of all Business Partners.
* Handling several Exhibitions across Conakary and Guinea for the promotion of our Products.
* Responsibility for prompt payment collections, Bank Exchange, Received The Container from port etc.
* Distribution of Credit/Debit Notes and Ledger Copy of Dealers / Parties Responsible for the Debtors’ recovery and a/c’s
* Coordinate with internal divisions for spares planning, inventory management, Account Maintaining etc.
* Self-Starter, High level of drive to give shape to new initiatives.
* Coordinate with regarding Supply & Dispatch issues.

**Aug – 2003 july 2005**  **Biosyte pharmaceutical . Ahemdabad, [Gujarat ]As a Business Executive**

**AREA OF OPERATION:Gujarat.**

* **Lounch Successfully handling the marketing of medicine across of Gujarat .**
* **Planning of tour to appointing distriburtor of medicine accros Gujarat in india.**
* **Responsibility for prompt payment collection , collect C – form, H – form ect.**
* **Distribution of credit / debit notes and leadger copy of dealer/ parties responsible for the debtors recovery and a/c’ s.**

**AcademicsCredentials**

* Certificate course of computer application from AICSM Government of India Vadodara in 2004.
* Bachelor of commerce from Gujarat University, Ahemdabad in 2002.
* Industrial Traning Institutes(Trade:WELDER , ELECTRIC &GAS) In july1998.
* 12th From H.S.C [G.S.E.B.Gandhinagar]in march 1997.
* 10th From S.S.C.[G.S.E.B.Gandhinagar] in march 1995.

**Personal Details**

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| **Date of Birth** | **:** | 7th April1979 |
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| **Linguistic Skills** | **:** | English, Hindi ,Gujarati,&French |
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| **Strengths** | **:** | Honest, Disciplined,Hardworker and Patient. |
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| **Weaknesses** | **:** | Flexible, Friendly and Open. |
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**I solemnly affirm and declare that the above given information is true and correct to theBest of my knowledge and nothing has been concealed by me**

**Mehul**