 Pravin Phadtare

 : phadtare1417@gmail.com

 : 0563618199

# Qualifications

* Master of Business Administration (Marketing).
* 10 years of Sales and Marketing experience.
* Hands on experience in SAP, M S Office- M S Word, M S Excel, M S Power Point.
* Strong communication skills.
* Valid UAE Driving License No - 595612

Summary.

Highly-organized and well-informed sales professional with strong attention to detail targeted at handling pre and post sales processes related activities. Strong customer service skills with a keen ability to work towards total customer satisfaction. An active learner who has a verifiable track record of practicing good judgment.

Achievements

* Adopted proactive approach to sales-promotions – Contacted regional team for order status.
* Contributed insights to marketing activities, promotes and monitored responses.
* Optimized sales by collecting and analyzing information – Performed trend monitoring and performance assessment.

Work Experience.

* L’Orgine FZC

Sales and Marketing Coordinator July 2014-Present

With its proven cosmetic industry experience, spanning over a decade in manufacturing and more than three decades in marketing, L'Origine has carved its image as one of the leading companies in the Middle East. L'Origine is identified as an innovative and dependable company which cares for long-term relationship. We greatly value the relationship with our customers and suppliers, which are based on mutual trust and care for each other.

Responsibilities:

* + Developed and sustained relationships with potential and existing clients by coordinating professional meetings, attending promotional events and providing effective administrative support.
  + Assisted the sales manager in new product Development and annual sales analysis meetings.
  + Participated in the Beauty world exhibitions, Dubai, as part to promote the sales.
  + Actively supported company sales manager – Coordinated sales details, pre-sale material and aftersale deliveries. Handles contacts.
  + Participated in execution of sales strategies
  + Prepared clear sales analysis, as well as sales reports, sales-order status, sales agreements, in-time proposals and presentations.
  + Met with customers on and off company premises for discussion.
  + Responsible for timely, accurate quotations and various pro-forma invoices to customers, processing inquires through personal visits, email, phone and fax.
  + Respond to online on telephonic queries.
  + Liaise between departments to provide support to sales activities.
  + Assess the progress of sales activities.

* V.V.F LTD. March 2008 to April 2014 Executive Sales- Marketing.

Mumbai, India.

VVF is the world’s largest contract manufacturer and distributor of bar soap with a production capacity of

300 000 metric tons annually. Some of the product manufactured by VVF include Bar soaps, Shampoos, Conditioners, Anti – Perspirant, Deodorant sticks, Hand Sanitizer, Face Washes and OTC products including cough syrup and other antiseptic products.

Responsibilities:

* Responsible for handling 5 Districts of Maharashtra. (Pune,Nanded,Aurangabad,Jalna & Beed)
* Responsibility covering more than 2500 outlets Super Markets, Wholesale, Pharmacies, to generate sales.
* Responsible for achieving Primary and Secondary Sales targets of the Team.
* Handling Sales Team of 10 Sales Associates and Merchandisers.
* Monitoring DSR (Daily Sales Reports) and PJP of Sales Associates.
* Delivering the Business with 4 Brands and 27 SKU’s of the Company.
* Ensure the Numeric Coverage Plan (Beat the Map, observance of PJP).
* Tapping the untapped Outlets within existing resources to maximize the deep coverage in the market.
* Strong coordination with DCs and C& F for smooth and timely movement of stock.
* Responsible for appointing stockiest or sub stockiest in vacant areas of my territory.
* Recruit, Developed, Motivate and Retain Channel Sales Team in Modern Trade Customers.
* Ensure visibility elements of Company Brands.
* Ensure Merchandising Elements on agreed share the best options as per need analysis & have a consultative role in devising strategy of the company Brands.
* Strong follow up & Coordination with Team & Account colleagues to smoothen the Operations & Financial terms of the Company & hawks eye on Competitor intelligence.
* Remained prominent in executing new Initiatives to drive the Company agenda & keep close contact on competitor activities, draft the counter Activities & Plan promo’s based on shopper studies within designated Budget.
* Handling Modern Trade Outlets in Mumbai and Suburbs of Mumbai.
* Responsible for generating Purchase orders from all stores in my territory.
* Responsible for achieving Primary and Secondary Sales targets.
* Generating a spreadsheet of competitor Price, Pack Size, Price off, Promotional activity done at the store level and forwarding it to the Sales and Marketing Managers.
* Visiting Super Stockiest, Stockiest and Sub Stockiest to ensure the availability of stock.
* Participating in Exhibitions and Trade Shows to generate Sales and Brand awareness in the market.

 JET AIRWAYS Dec 2007 to June 2008 Customer Service Associate. Pune, India.

Responsibilities:

* Responsible for handling check in counters.
* Responsible for Handling flight Activities on RAMP and on time door close.
* Responsible for handling BMA activities. • Handling reservation counter at Airport.
* Successfully handled cancelled flights and endorsing of the passenger to other Airline Flights.
* Responsible for handling Customer Baggage miss loading. Preparing P.I.R. reports for tracing lost luggage.
* Handled Charted Flights at Nasik.
* Responsible for Successful Setup of JET AIRWAYS Work Station at G.M.R airport Hyderabad.

Academic Qualification.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Year | Qualification | University/Board | Percentage | Grade |
| 2008 | M.B.A | Pune | 63 | First Class |
| 2005 | B.A | Pune | 60 | First Class |
| 2002 | H.S.C | Mumbai | 59 | Higher Second Class |
| 2000 | S.S.C | Mumbai | 56 | Higher Second Class |

Personal Skills.

Comprehensive problem solving abilities.

Profound Knowledge of working in SAP.

Ability to deal with people.

Achievements

* Adopted proactive approach to sales-promotions – Contacted regional team for order status.
* Contributed insights to marketing activities, promotes and monitored responses.
* Optimized sales by collecting and analyzing information – Performed trend monitoring and performance assessment.

Hobbies and Interests.

Swimming, Listening to Music.

Personal Details.

|  |  |
| --- | --- |
| Date of Birth | 24/08/1984. |
| Nationality | Indian. |
| Passport no | J2159329. |
| Expiry | 05/07/202 |
| Address | Al Nabba, Sharjah |