**Vinit**

**Automotive | Customer Relationship| Sales | Electronics | Diagnosis**

**Vinit-395587@gulfjobseeker.com**

**A B O U T** **M E**

**To associate myself with a company of repute where in my abilities and talents could be used to achieve the Organization goals and to implement my skills.**

**Unmatchable communication skills in written and verbal both. Strong motivational and logical skills Organizational Skills.**

**Ability to stay calm under pressure and meet tight deadlines. Negotiation & Persuasion Skills.**

**S K I L L S**



**9 / 10**

**Physical Endurance**



**9 / 10**

**Communication Ability**



**8 / 10**

**Mobility**



**10 / 10**

**Customer Relationship builder**



**9 / 10**

**Problem Solving Ability**

**E D U C A T I O N**

**BE - Electronics and Communication**

**GTU - Atmiya institute of technology and science, Rajkot (CGPA: 7.50/10)**

**2010 - 2014**

**HSC – Science Stream**

**GSHEB – Zenith high school, Vadodara 2010**

**E X P E R I E N C E & T R A I N I N G**

**Sales Manager And Customer Relationship Manager**

**Vadodara**

**Responsible and do duties as describe below.**

**Online and offline marketing of CNG sequential and conventional kit.**

**Solve customer queries and make a deal.**

**Achieve growth and hit sales targets by successfully managing the sales team**

**Design and implement a strategic business plan that expands company’s customer base and ensure its strong presence**

**Own recruiting, objectives setting, coaching and performance monitoring of sales representatives**

**Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs**

**Present sales, revenue and expenses reports and realistic forecasts to the management team**

**Training on Automation PLC-SCADA at NCVT, Baroda**

**Neo Creative Vision Technologies - Vadodara**

**Program various PLC’s on SCADA. Functional block diagram, Structured Text, Instruction List in PLC. SCADA in wind farms, SCADA in civil defense siren systems, and SCADA in large communication systems. SCADA for Monitor and control heating, ventilation, air conditioning systems (HVAC), access, and energy consumption.**

**Made automatic filling bottle plant.**

**Made heat-exchange temperature control feedback system.**