# BRIJESH

**THE KINGDOM OF BAHRAIN**

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# MANAGER SALES MARKETING – LIGHTING DIVISION

**Objective:** Seeking a senior management role for delivering value through strategic planning, business analysis project management and corporate business services and initiatives.

**Career Synopsis:** Proactive, diligent, multi-skilled and result-oriented professional offering performance driven exposure of managing the entire gamut of activities involved in business planning and services. Currently, working in a leading business group in the Bahrain. Pragmatic, with proven managerial expertise and abilities to withstand work pressures, deliver assignments within specified time frame without compromising on quality benchmark.

**Core Competencies:** Strategic Planning  Project Management  Creative Thinking  Targets Setting & Achievement  Process Enhancement  Contract Negotiations  Business Innovation

* Customer Relationship Management  Quality Compliances  Team Leadership skills
* Troubleshooting

## Professional Experience: - 16 Years.

* + Presently working **as a Manager Sales & Marketing – Lighting Division** since April’2015.

## Company Profile:

Traders & Manufacturer of **“Electrical products like All types of LED Lights, SOLAR System, Wiring Accessories, Street Light Poles, Ventilation System, Industrial Panels, DB’s, Electrical Cables etc.”**

**Key Responsibilities:**

* Planning, Directing and evaluating the operation of retail sales & special lighting projects.
* Doing Indoor and outdoor Lighting Design calculation through **DIALux**.
* New product development as per market trend and requirement,
* Developing marketing strategies and implementing product pricing.
* Dealing with Consultants & Ministry for Special Project approvals.
* Monitoring the store expense & revenue. Meeting sales target & maximize profitability.
* Resolving customers complaints and grievances
* Manufacturer factory visits for Product inspection.
* Co-ordinate with the manufacturer for Technical requirements & pricing.
* Analyzing and assessing the statistics of sales
* Supervising the sales team work and assigning their duties.
* Monitoring inventory & negotiation with the Supplier.
* I have worked as a **Manager Sales & Marketing since May’2012 to April’2015** (Manufacturer of Material Handling Equipment like EOT/HOT Crane, Goliath Crane, Hydraulic Goods Lift, Wire Rope Hoist, Fork Lift, Stacker, Pallet Truck etc.)
* I have worked (Manufacturer of Material Handling Equipment) as an **Asst. Manager Sales since March’2011 to April’2012.**
* I have worked **(PEB & MHE Division)** as an

## Asst. Manager since June’2010 to February’2011.

* I have worked **(Material Handling Equipment Division)** as a **Sales Engineer since January’2007 to June’2010.**
* I have worked as an All India Sales coordinator since

## December’2005 to January’2007.

* I have worked as a **Business Development Officer since June’2003 to November’2005.**

## EDUCATION:

* **Bachelor of Commerce** holder – Ahmedabad, Gujarat University in the year 2003
* Intermediate **(10+2)** from Gujarat State Educational Board in the year 2000, (INDIA).
* Matriculation **(10th)** from Gujarat State Educational Board in the year 1998, (INDIA).

## TECHNICAL QUALIFICATION / EXPERIENCE:

* **Diploma in Software Technology** course” from ACT in India.
* Certified Course of **“Oracle”** From SSI in India.
* I Completed Training with **SISI (Govt.Of India)** in their course **Marketing Management Development**.
* I Completed Technical Training for Wiring Accessories (KNX) - **ABB- UAE**

## PERSONAL PROFILE:

**Date of Birth:** 24th January, 1983.

**Marital Status:** Married

**Age:** 37 Years.

**Nationality:** Indian

**Gender:** Male

**Languages known:** English, Hindi, Gujarati.

## Strength:

* Good communication skills with Pleasant nature and Relation-making power, Risk taking abilities with leadership skills.
* Quick learning with challenging nature, Management and problem solving abilities.
* Grown up under a positive environment with promises of ethical conduct and follow-up moral behavior.

Regards,

***Brijesh***