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Patel Bhargav
Avenue 15
517 Saar, Kingdom of
Bahrain

mobile: (+973) 3823
0346

39 years old

Job locations : Georgia

Gender : Man

Education : Bac +5, Master, Engineer

Experience : > 10 years

You are currently : Jobseeker

Industry : Commercial / Sales

Position : Manager

Mobility : International

Notice : None

Contract : Long term

Availability : Full Time

Driver's Licence : Light Vehicle

Sales-Marketing Manager

GE01339625

Intend to build a career with leading corporate group having hi-tech environment and walking with committed and dedicated people, which will help me to explore fully to build in my potentials and intellectual level.

Proactive and Self-propelled with passion to succeed by being efficient through a continuous learning process.

Because success is not stable, failure is not final so keep learning & moving ahead with positive attitude.

Work experiences

Sales Manager (Manager)

Worked as Sales Manager - M/s. Bukamal W.L.L. - Duration - April 2019 - Dec'2019 Heading - 3 Divisions as following along with 6 persons in my team. 1. HVAC 2. Architectural 3. Electrical Giving them sales-marketing training Session, CRM knowledge & how to work. Provides Leads & Explain how to tackle with them and convert into opportunity, Negotiation skill, Develop Strategy & Action Plan. Focus on local market & competition, Problem solving and conceptualize customer needs, forecast and so on. Give motivational speech to the team. weekly siting with individual of team member for their hurdles and give solution for the same. Give

tactics to team members - How to increase the sales, branding for company image, Negotiation idea, Read the customer mind and so on. Worked on tenders & submittals with team. Closely tied up with Consultants/Clients whenever is required. Worked with Suppliers and introduced with the company and team members for respective product scope & application point of view. Try to arrange training for team members from the Manufacturer (suppliers) end.

Company : M/s. Bukamal Group W.L.L, Kingdom of Bahrain (Construction Building)

April, 2019 - December, 2019

Head - Sales & Marketing (Manager)

- Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence. - Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs. - Identify emerging markets and market shifts while being fully aware of new products and competition status. - Committed to continuous education through workshops, seminars and conferences. - Achieving growth and hitting sales targets by successfully managing the sales team. - Manage, develop, coach, control and motivate the sales force to develop their skill to ensure that a high professional standard is achieved and monthly sales target and KPI target are met. - Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives. - Continually assess current business distribution channels, develop and evaluate their performance and manage conflict ensuring alignment with territory plans. - Maintaining Marketing Campaign, SEO & Social Media for branding awareness, consultancy & maximization point of view. - Participated in Gulf Construction Expo 2018 as Exhibitor cum Green Sponsor.

Company : M/s. AMNA Insulations & Chemicals B.S.C. (c) - Part of Al MEZAL Holding Group

, Kingdom of Bahrain (Construction Building)

March, 2018 - April, 2019

Group Sales-Marketing Manager (Manager)

. Represent the company for turnkey interior fit-out works, carpentry, joinery, civil engineering, corian application and production, events and exhibitions contracting. Aggressively approach different market segments such as retail companies and distributors, real estate developers, food and beverage companies, corporate leasing offices, engineering consultants, architectural designers and M.I.C.E. (meetings, incentives, conference & exhibitions). • Heading entire project including exhibition, conference and awards into sales activities. • Identifying and networking with prospective customers, generating business from new accounts and existing accounts as well and achieving profitability and increase sales growth with help of team. • Manage Revenue Target for Domestic market • Overlooking pre-show meetings to communicate trade show events in accordance with objectives and marketing strategies. • Creating marketing plans for attendees and exhibitors, develop sponsorship opportunities, generating leads and analyzed results. • Provided strategic leadership by suggesting improvements, alternatives and upgrades. • Enlisting support and association of relevant trade bodies and industry associations • Analyzing market trends and tracking competitor's activities and providing valuable inputs for product enhancement and fine tuning sales and marketing strategies • Channel Management: • Establishing strategic alliance/ tie-ups with financially strong and reliable channel

partners, resulting in deeper market penetration and reach. • Monitoring channel sales and marketing activities, implementing effective strategies to maximize sales and accomplish revenue and collection targets. • Client Servicing: • Ensuring high quality customers experience and satisfactions, while adhering to the work processes. • Assessing customer feedback, evaluating areas of improvement and proving feedback to the associates on improvements and achieving customer satisfaction matrices.

Company : M/s.Sunlight Interiors & Exhibitions W.L.L, Bahrain , Qatar (Other Sectors)

August, 2017 - December, 2017

associates on improvements and achieving customer satisfaction matrices. Business Development Specialist-Manager (

Engineer)

Products : Coating & Lining Cleaning Equipments Architecture Lines To generate enquiries through the generation of prospects maintaining customer database. • To carry out Order booking, execution and collection of receivables. • To prepare and submit quotations to customer, updating quotation register, and follow-up the same. • Accountable for promoting our building innovations products to the professional market in the region. • Primarily responsible for conducting sales/marketing visits to the professional sector (architects, construction companies, developers) to present and educate our target market on our innovative offerings. • Responsible for specifying our products with the appropriate bodies/clients and ensuring the usage of these products during the execution stage and also identifying direct sales opportunities. • Prepare and submit the techno-commercial offers/tenders to the customers in presentable manner. • Handle the Technical presentation & meeting with corporate clients. • For Business Development arranging by the seminar, participating in exhibitions etc. • Read the technical drawings as per customer requirements, and execute the entire project till to finish level with satisfactory level of customers. • Promote the product doing with market research, introductory letter of our products, telecom to client, advertising into the magazine and using search engine for more details and approach to client. •Identify and target new business opportunities to ensure expansion of new products as well as take the feedback from our customers related the products and innovate it for future base. •To Work closely with Consultant Engineers, Contractors & End Customers. •Follow up of invoices and payments as may be required and collection plan by co-coordinating with accounts department on debtors. • Represent / Participate and coordinate in promotional activities and trade shows, working with advertisers to market and product services.

Company : M/s. Hatcon Inc., Kingdom of Saudi Arabia (Architecture)

February, 2010 - August, 2017

Executive Engineer-Manager (Engineer)

Products : Machinery Manufacturer & Commissioning. - Slitters & Rewinders & Master batch Granule Machinery. Work Exposure : Do the International as well as Domestic Marketing - Communicate with the client in Overseas through Telecommunication, Corporate Networking & Internet. Advertising the product in the market via Telecommunication, Corporate Networking & Internet. Meantime also continue the Market Research. If require then meet the client and will try to sort out techno commercial things. Prepare and

submit the techno-commercial offers/tenders to the customers in presentable manner. Make the PI, OC, costing-estimation and also installing the machinery etc. Co-ordination with the customer & their requirements. Co-ordination with the Branch offices. Attending the Technical and commercial Discussion. Follow up with the customers offers and tenders. Handle the Technical Representation & meeting with corporate clients. For Business Development arranging by the seminar, participating in exhibitions etc.

Company : M/s. C M Tech Ltd JV with GOEBEL-IMS GmbH, Germany, Vadodar - INDIA (

Manufacturing and Production)

April, 2008 - December, 2009

Assistant Manager - Export Sales (Assistant)

Product : Scientific Glassware Manufacturer & Exporter Work Exposure : Do the International as well as Domestic Marketing - Communicate with the client in Overseas through Telecommunication, Corporate Networking & Internet. Advertising the product in the market via Telecommunication, Corporate Networking & Internet. Meantime also continue the Market Research. If require then meet the client and will try to sort out techno commercial things. Attending the Technical and commercial Discussion. Taking the drawing approval from the customer. Sending the approved drawings to the plant and keeping track for the delivery.

Prepare and submit the techno-commercial offers/tenders to the customers in presentable manner. Make the PI, OC, costing-estimation etc. If need then also look out Quality, Execution as well as Dispatch Dept. Payment & required from the collection. Follow up with the Stockiest

Company : M/s. G.B.Exim Ltd JV Goel Group of Industries LTD., Vadodara - India (Manufacturing and Production)

October, 2007 - June, 2008

Sales-Marketing Manager (Manager)

Product : FMCG & Appliances i.e. electronics, etc Trading. Do the International as well as Domestic Marketing - Communicate with the client in Overseas through Telecommunication, Corporate Networking & Internet. Advertising the product in the market via Telecommunication, Corporate Networking & Internet. Meantime also continue the Market Research. If require then meet the client and will try to sort out techno commercial things.

Prepare and submit the techno-commercial offers/tenders to the customers in presentable manner. Make the PI, OC, costing-estimation and also installing the machinery etc. Co-ordination with the customer & their requirements. Co-ordination with the Branch offices. Attending the Technical and commercial Discussion. Prepare and submit the techno-commercial offers/tenders to the customers in presentable manner. Make the PI, OC, costing-estimation etc. If need then also look out Quality, Execution as well as Dispatch Dept. Payment & required from the collection. Responsible for specifying our products with the appropriate bodies/clients and ensuring the usage of these products during the execution stage and also identifying direct sales opportunities.

Company : M/s.Cherubim Exports Ltd., Singapore (Commercial / Sales)

April, 2006 - October, 2007

Education

MBA (Bac +5, Master, Engineer)

Master of Business Administration - International Sales & Marketing

Institution : National Institute of Management (NIMS), India

2007-2009

Engineer (Bac +5, Master, Engineer)

Bachelor of Electrical Engineering

Institution : BVM Engineering College, S.P.University, India

2004

Languages

English : Fluent

Arabic : Beginner

Hindi : Fluent

Webprofiles

Other : people.bayt.com/patel-bhargav

LinkedIn : www.linkedin.com/in/bhargav-patel-34962914

Facebook : <https://web.facebook.com/bhargav.patel.7583>

CV (pdf) : [Download CV](#)

Cover letter (pdf) : [Download cover letter](#)