

ANOOP PATEL

Local Address: 164- M GAUTAM NAGAR
BHOPAL-462023, MADHYA PRADESH
MOB : 9754298183
Email: anooppatel99@gmail.com

Hiring Manager

Thank you for the opportunity to apply at your company. I am certain that I have the necessary skills to successfully do the job adeptly and perform as per your expectations.

I am an adoptable professional who has been consistently praised as focused by my co-workers and management. Over the course of my 03 year career, I've developed a skill set directly relevant to Sales Engineer/ Sales Executive/ Purchases you are hiring for, including Inventory management. Overall, I have consistently demonstrated team work, multitasking, communication Gaining commitment and hard-working abilities in every aspect of my Marketing role and I invite you to review my detailed achievements in the attached resume.

After review my resume, I hope you will agree that I am the type of competent and competitive candidate you are looking for. I look forward to elaborating on how my specific skills and abilities will benefit your organization .Please contact me at [09754298183](tel:09754298183) or via email at anooppatel99@gmail.com to arrange for convenient meeting time.

Thank you for your consideration, and I look forward to hearing from you soon.

Sincerely,

ANOOP PATEL

Resume

Anoop Patel

☎ +91 9754298183

✉ anooppatel99@gmail.com

43,Village-Khaigawda,

Dist-Khandwa (M.P.) - 450337

CAREER OBJECTIVE :

- To work for a professionally managed team which would provide me challenging opportunities and high business exposure that would utilize and enhance my skills, experience & education. Secure a responsible position in Sales management and serve as an sales representative sharing my breadth of experience and abilities effecting mutual employee and employer growth and success.

WORK EXPERIENCE :

- SALES ENGINEER: 1 Jun 2016 to till.
- **VENUS ENTERPRISES (*Suppliers, Manufacturers & Consultant*)**
- LOCATION – BHOPAL(MADHYA PRADESH)
Organizing sales visit to Industry for heavy machinery, demonstrating and presenting products, raise enquiry and Skilled in Business Development, Sales Strategy, Marketing, Technical Drawing, Technical Support, Technical Documentation convert them into orders, establishing new business relationship and maintaining existing customer relationship, maintaining accurate records, negotiating contracts, aiming to achieve monthly or annual targets.

DUTIES :

- Identifying the customer's current and future requirements & Suggest of pumps as per customer requirement application.
- Travelling to visit potential clients.
- Business development.
- Project Handling.
- Team Leading – Sales & Service.
- Strong grounding within the pump industry possessing good market knowledge.
- Demonstrating product to Government as well as Private Companies.
- Working with existing customers to help them get the most out of the products they have bought.
- Bill of material preparing and prepare order to customer as per requirement.
- Conveying solution benefits to both business and technical audiences.
- Checking of Quotations, verifying the rates and specifications and finalization of quotations in consultation with Head Design & Planning.
- Preparation of comparative charts and analysis of quotes/tender documents received.
- Preparation of Bid proposals (Technical & Commercial).
- Tender Analysis & Negotiation based on analysis.
- Quote various E-Tender of government e procurement site.
- Government E-tender follow up, raise enquiry and convert them into order.
- Purchase: Developing & Locate vendors for raw material and negotiations.
- Knowledge on Bidding and optimise on cost saving.

- Working partnership and good relations with Manufacturer/vendors.
- Monitoring- supplier performance to assess ability to meet quality and delivery requirements.
- Responsible for developing and implementing pump sales strategies to reach potential customers.
- Responsible for solving pump issues and upgrading spare parts by coordinating with product engineers
- Excellent knowledge of selling & Purchase of Industrial Dealing Product.

TECHNICAL SKILLS :

- Extensive knowledge of pump fundamentals, pumps operations, pumps components and pump flow types.
- KSB - Pump selection by software & manually, Order booking Pumps & Spares.
- Software using - KIPSS, WEB SHOP, OOPS, S3.
- Knowledge of Pump selection ETP/STP and all. For Pump Selection – Application, Head/Pressure, Flow, Viscosity, Density, Specific Gravity.
- Solid knowledge Performance Curve (Efficiency, NPSH, BKW), Material of Construction as per application.
- Solid knowledge of industrial water and wastewater pumps, chemical systems pump.

ACHIVEMENTS :

- Provided solutions for effective system sales and operation as well as for rectifying errors.
- 38% growth of Business with Add 28 new customers.
- Successfully completed order of Govt. Organization – Indian Railway, BHEL, Security Paper mill, Ordnance factory (Bandhara, Itarsi, GCF, Khamria GIF, Katni), MPPGCL (Birshingpur, Sarni & Khandwa) etc.
- Successfully completed order of Private Organization - Vardhman Group, Trident Group, Oswal Group Bhaskar Industry, HEG, lupin, TAFE (Eicher), Daawat, Coca Cola & Crompton Greaves, Sagar Group, Dilip buildcon etc.

ACADEMIC QUALIFICATION :

- **Master of Business Administration in Marketing (2018)**
Rajeev Gandhi Pradyogiki Mahavidyalaya Bhopal (M.P.)
MBA Degree with 60.56% from **Barktullah University Bhopal (M.P.)**
- **Bachelor of Engineering in Electronics and Communication Engineering (2013)**
Priyatam Institute of Technology & Management Indore (M.P.)
B.E. Degree with 64.22% from **Rajiv Gandhi Pradyogiki Vishwavidhyalaya Bhopal (M.P.)**

ACADEMIC PROJECT :

- **Major Project : ADC BASED ON EMBEDDED SYSTEM**
Description: The project aimed to convert analog to digital signal based on embedded system which heavily secure and exact result.
- **Minor Project : BATTERY LEVEL INDICATOR**
Description: The project includes response and behavioural of this indicator used in various devices. The implementation has been done using elementary concept. The kit has been verified successfully.

INDUSTRIAL TRAINING :

- Four weeks training at Alcatel Lucent Indore M.P. learning about recent technologies like MSC, BSC and BSS were the key learning.

AREA OF INTEREST :

- Business development
- Travelling
- Relationship Management

STRENGTH :

- Sales Team Supervision
- Territory Management
- New Client Development
- Relationship Building
- Complex Negotiations
- Presentations & Proposals
- Sales Training
- Team Works

HOBBIES/ INTEREST :

- Cooking
- Listening Songs

PERSONAL DETAILS :

- Father's Name : Mr. Kailash Patel
- Mother's name : Mrs. Durga bai Patel
- Date of Birth : Feb 10th,1991
- Languages Known : English, Hindi
- Marital Status : Unmarried

PROFILE SUMMARY:

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers. Confer with customers and engineers to assess equipment needs and to determine system requirements. Help clients solve problems with installed equipment.

DECLARATION :

- I declare here that all of above information are true by my best knowledge and believes.

Place : Bhopal

Date :

Ref : Ex- employee of Venus Enterprises

1.Ritesh Pandey

Contact No. - 08770755972

Designation – Regional Manager of R.J circular.

Company - WPIL Limited.

Address - Topsia Road (South), Kolkata

2.Chinna Swami

Contact No. - 06260249765

Designation – Manager of Finance Department.

Company - M/s – Ariv infotec Solution Private Limited

Address – Cuddalore, (T.N.)