

Arpit Trivedi

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Current job: Sharda Steel Equipments, Vadodara (GJ)

Objective

To work in a position where I will increase gains in profit performance, Revenue growth and market share by using my expertise and skills in Business management and entrepreneurial drive.

Strengths

1. Ambitious and highly motivated to meet the demands of the job
2. Excellent skills in sales/marketing and business development
3. Experienced in merchandising and managing institutional sales.
4. Able to identify and develop new business opportunities
5. Able to work under pressure and with no supervision at all
6. Exceptional communication skills
7. Good time management skills
8. Positive approach towards competitive market.
9. Previous experience working in competitive markets and delivering results
10. Great troubleshooting and problem-solving skills

Experience

1) Sales Executive, April 2017-Present

Sharda Steel Equipments, Vadodara-GJ (Manufacturer of Commercial Kitchen Equipments)

Responsibilities

- ☐ Territory:Gujarat, MP.
- ☐ **Turnkey Business Segment:**
- ☐ Exploration of New Business Opportunities and developing business Relation with new client since initial project stage.

- ☐ Representing the company since the layout planning and active communicator till the installation.
- ☐ Meeting with project consultants i.e. Industrial PMC consultants, Hotel Kitchen Consultants etc.
- ☐ Documentation works Responsible for layout planning works, BOQ-Preparation, Quotation making, Vendor Registration documentation, PO acknowledgment etc.
- ☐ Active participant in Negotiation phase, Payment recoveries etc.

☐ **Individual Sales Segment :-**

- ☐ Representing the company in major business segments i.e. Hotels, Industries, Clubs and Restaurants etc.
- ☐ Maintaining good business relations & attaining sales growth from new as well as existing customers.
- ☐ Researching the market on a regular basis for related products.
- ☐ Arranging several effective client demonstrations .
- ☐ Communicated any new products to our customer

2) Graduate Trainee, June 2015-March 2017

Tenneco Automotive India Pvt Ltd.

Responsibilities

Role 1 –Company Quality Representative at Tata Motors, Sanand (GJ).

- ☐ Responsible for handling all the Customer Quality issues from the receipt of Material till the final verification of the assembled vehicle.
- ☐ Ensuring smooth working with customer by reporting on daily basis and Resolving issues without any breakdown.
- ☐ Handling warranties cases with related to Tiago Model.

Role-2- In-house Quality Assurance Engineer at Tenneco, Sanand (GJ)

☒ Responsible for ensuring the good Quality of final product and reporting to the senior officials before its dispatch to Ford Motors, Sanand Plant .

Education

Bachelors of Mechanical Engineering- RGPV,Bhopal (MP)

2011-2015, 8.1 CGPA (Hons)

HSC , Bhopal

2010-2011, 79.2 %

Matriculation-Bhopal

2008-2009, 84.5%

Personal information

☒ Civil Status: Unmarried,

☒ Date of Birth: 9th Aug1993

☒ Hobbies: Travelling, Reading, Internet Exploration.