

VARUN GUPTA
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OBJECTIVE:

Seeking a position to utilize my skills and abilities in industry that offers professional growth while being resourceful, loyal, innovative and flexible.

Experience:

1. Current Association since Feb 2014
Armstrong Fluid Technology
Position Held / Department: Area Sales Manager – In All.
In Armstrong an **American MNC**, am handed responsibility of Business development in the field of Pump / HVAC / FM-UL Fire Packages through Channel Sales & Dealers in combination with Direct business for **Madhya Pradesh / Gujrat / Chhattisgarh – (Central India)** for Industrial / B&C sector / Government Projects, with an added responsibility to maintain relationship with existing direct customer, support to OEM's, participation in Government Tenders and develop new partners and customer base in Central India.
2. Last Association since August 1, 2013 till Feb 2014:
Blue Star Limited
Position Held / Department: Cold Room Division.
At BSL an **Indian MNC** in HVAC / Cold Rooms Chain and Air Conditioning equipment's with leading market share in India I Was handling Modular Cold Rooms for Industrial & Commercial sector, for complete Madhya Pradesh Region with an added responsibility of creating new channel partners for creating better approach and services to customers.
3. Last Association since Jan 2011 to July 2013:
Kirloskar Brothers Ltd.
Position Held / Department: Assistant Manager Industry.
At Kirloskar an **Indian MNC**, I was handed over the responsibility of Channel Sales through Dealers and Direct business for Madhya Pradesh in Industrial & B&C sector, with an added responsibility to maintain relationship with existing direct customer, support to OEM's, participation in Government Tenders and develop new partners and customer base in Central India.
In addition to above my job involves coordination's with internal department to carry out smooth order execution at correct time.

4. Last Association (Aug 2007 to Dec 2010):

Grundfos Pumps India Pvt. Ltd

Position Held / Department: Sales Engineer Industry

In Grundfos a **Danish MNC** giant in world my area of responsibility was to handle dealers, supporting them in technical as well as in commercial aspects as well as to make end users aware about GIN products basket, through regular direct interaction and seminars. At the same time I was also involved in Direct Project order executions, Health Checkup and Energy Audit.

EDUCATIONAL QUALIFICATION:

1. B.E. in **ELECTRICAL** Engg from **B.I.T, Durg** in 2006 with an aggregate of 63.00%
2. 12th (science) from **G.N.National SCHOOL**, CBSE Board with an aggregate of 64.40% in 2002.
3. 10th (science) from **Little Flower SCHOOL**, ICSE Board with an aggregate of 71.00% in 2000.

PERSONAL Soft SKILLS:

Operating System	:	Windows 98, Windows XP, Windows 7
MS Office	:	Word, Excel, and PowerPoint
Market Segment	:	HVAC Design and Execution

Strengths:

- Capability to design and execute HVAC & Automation
- Keen learner with constant zest to acquire new skills.
- Good communication & presentation skills.
- Ability to adapt with people.
- Pro-active approach in resolving the problem & closing the loop.

ABOUT MYSELF:

I am an enthusiastic individual, who craves to succeed in every endeavor. I relish challenges and can handle stress with ease. My ability to gel with people easily enables me to be a good team member. I enjoy my time with family and friends.

PERSONAL DETAILS:

Name : Varun Gupta
Date of Birth : 25-12-1983
Age & Sex : 25 and Male
Father's Name : Mr. G.N.P Gupta (Retired officer)
Mother's Name : Mrs. Chandra Gupta (Home Manager)
Languages Known : English, Hindi

REFERENCES:

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