

# CURRICULUM VITAE

## Anoop Patel

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### 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 :

- Designation: Asst. Sales Manager : 1 Jun-16 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.
- Knowledge of Pump selection ETP/STP and all. For Pump Selection – Application, Head/Pressure, Flow, Viscosity, Density, Specific Gravity.
- Knowledge Performance Curve (Efficiency, NPSH, BkW etc.), Material of Construction as per application.
- Knowledge of industrial water and wastewater pumps, chemical systems pump.

#### ACHIVEMENTS :

- Establish to retail business.
- Appoint New Sub dealer in our Area for sell our dealing product.
- Establish business with OEM.
- 40% growth of Business with Add 30 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), SJVN, HCL Malajhkhand & MOIL etc.
- Successfully completed order of Private Organization - Vardhman Group, Trident Group, Oswal Group Bhaskar Industry, HEG, lupin, TAFE (Eicher), Daawat, P & G, Avgol, Coca Cola, Crompton Greaves, Sagar Group, Makson, Godrej etc.
- Completed Turkey Project : Indian Railway, Ordnance Factory Bhandara, MPPGCL Khandwa & Birshingpur, Security Paper mill, Vardhman Fabrics.

#### ACADEMIC QUALIFICATION :

- **Master of Business Administration in Marketing (2018)**  
Rajeev Gandhi Proudयोगiki Mahavidyalaya Bhopal (M.P.)  
MBA Degree with 60.56% from 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 Proudयोगiki 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 10<sup>th</sup>,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.)