

Bhargav Patel

Professional Engineer |SAUDI COUNCIL OF ENGINEERS-MEMBER ID178664

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.



Experience

Apr 2019 -
Dec 2019

Sales Manager

M/s. Bukamal Grop W.L.L

Handling 3 Divisions as following along with 6 persons in my team.

1. HVAC

2. Architectural

3. Electrical

- Training of the sales team through marketing knowledge, CRM and working process and advisers on Product, Processes and Policies as defined by Head office.
- Give motivational speech to the team. weekly siting with individual with 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 & submitting with team. Closely tied up with Consultants/Clients whenever is required.
- Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- Provide lead and guide sales team to dealing and Implementing opportunities and new sales plans and advertising.
- Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
- Staying current in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks
- Negotiation skill, Develop Strategy & Action Plan. Focus on local market & competition, Problem solving and conceptualize customer needs, forecast and so on.



Personal Info

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E-mail

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Date of birth

13 Jan 1983

Bayt.com

people.bayt.com/patel-bhargav

LinkedIn

<https://sa.linkedin.com/in/bhargav-patel-34962914>

Marital status

Married

Mar 2018 -
Apr 2019

Manager Sales & Marketing - Bahrain

AMNA Insulations and Chemicals B.S.C. (Part of Al Mezal Holding Group B.S.C.)

- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence

- Build and promote strong, long lasting customer relationships by partnering with them and understanding their needs
- Identifying emerging markets and market shifts while being fully aware of new products and competition status
- committed to continuous education through workshops, seminars and conference.
- Achieving growth and hitting sales targets by successfully managing the

KEY Skills

• Self-motivated individual • Member of Saudi Council of Engineers • Marketing, Sales, Business & Product Development • Excellent Communication Skills, Market Research, Digital Marketing •

Strategy & Team Work, Leadership, Branding- Advertising • Marketing Concept and Artwork Developments • Marketing Planning and Channel Integration + Negotiation with Suppliers, Agencies, Clients, etc. • Project Management & Execution, PR, CRM, SEM-SMM, SEO, Market & Business Analyst, Trading & M/c Installation, Planning

COMPUTER SKILLS AND LANGUAGES

Operating System : MS Dos , Windows Package : MS Office , Photoshop , Flash, Adobe Illustrator Language : C, C++, Assembly Language (8085 Mp), Pspice 8051 Micro Controller, Matlab Project : 555 Timer , Metal Detector Elective Subject : HVDC , CAMD Technical Visits : 1) Load Dispatch Center , Jambua 2) Sub Station, Karamsad 3) Electric Loco Shed , Baroda 4) GEB Substation, Tarsali DI. Baroda.

Computer Languages: C, C++, ASSEMBLY LANGUAGE 8085Mp,Pspice8051, MICRO CONTROLLER

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
- Continually assess current business distribution channels, develop and evaluate their performance and manage conflict ensuring alignment with territory plans
- Participated in Gulf Construction Expo'18 as Exhibitor Cum Sponsor.

**Aug 2017 -
Dec 2017**

Group Sales Marketing Manager-Bahrain & Qatar SUNLIGHT INTERIORS & EXHIBITION W.L.L BAHRAIN

- 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 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 analyzed results.
- Provided strategic leadership by suggesting improvements, alternatives, and upgrades.
- enlisting support and association of relevant trade bodies and industry associates,
- analyzing market trends, and tracking competitors 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 marketing, activities, implementing effective strategies to maximize sales and accomplish revenue and collection targets
- client servicing
- ensuring high quality customers experience and satisfaction, while adhering to the work processe
- assessing customer feedback, evaluating areas of improvement and proving feedback to the associates on improvements and achieving customer satisfaction matrices.

Languages

HINDI	●●●●●●
ENGLISH	●●●●●●
GUJARATI	●●●●●●
ARABIC - INTERMEDIATE	●●○○○○

Feb 2010 -
Aug 2017

Business Development Manager-ARPD Div.

M/s. HATCON Inc - Saudi Arabia Architectural lines, cleaning equipments, coating and lining

- 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 exhibitions
- 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, and advertising into the magazine and using search engine for more details and approach to client.
- Establish and maintain strategic relationship with customers.
- 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 understand the responsibility of estimation of trading jobs in terms of pricing of inquiry, sourcing and reports to Division Head & GM.
 - To identify future projects.
 - To Work closely with Consultant Engineers, Contractors & End Customers.
 - To Negotiate & Close Orders with Clients & Suppliers.
- To Develop & Maintain a Satisfied Client Base for the respective Product.
- Follow up of invoices and payments as may be required and collection plan by co-coordinating with accounts department on debtors.
- Establishing and promoting long-term customer relationships including facilitating all pre-sale and post-sale customer communications, support and services.
 - Represent / Participate and coordinate in promotional activities and trade shows, working with advertisers to market and product services.

Facilities Superintendent

Work Exposure :

- Purposes of planning, organizing, assigning, reviewing, supervising, and directing the day to day maintenance, repair, and renovation of facilities and related equipments.

- Ensuring that jobs are completed efficiently and within regulatory guidelines and projected deadlines; preparing and managing budgets; ensuring optimal utilization of personnel and other resources; and representing the Facilities Operations.

- Attends and participates in meetings as well as Product Training session of Facilities.

- Give the demo of machinery to the client at our facilities.

- Analyzes data from a wide variety of sources for the purpose of making recommendations, ensuring compliance with various policies and procedures, and/or monitoring program components.

- Give the recommendation and new ideas as well as new activities which is useful to our facilities.

- working independently under broad organizational guidelines to achieve unit objectives; managing a department; and supervising the use of funds

- Dealing with service technician regarding the job work with deadline, also supervise with engineers as well as Contractors particularly.

Jun 2008 -
Dec 2009

Executive Engineer – Marketing / Sales / BDS

C M Tech Marketing Services Ltd JV GOEBEL-IMS GmbH (HQ-Germany)- Marketing, Installation & Execution Departments - India

Product: Machinery Manufacturer & Commissioning. – Slitters & Rewinders.

- 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 customer's offers and tenders.

- Handle the Technical Representation & meeting with corporate clients.

- For Business Development arranging by the seminar, participating in exhibitions etc.

Oct 2007 -
Jun 2008

Assistant Manager – Marketing – Export

Goel Scientific Glass Ltd Group of Companies - India Scientific Glassware Manufacturer & Exporter

- 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 short 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.

Apr 2006 -
Oct 2007

Marketing Manager

M/s. Cherubim Exports Ltd - Singapore 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.

Aug 2005 -
Mar 2006

Junior Executive Engineer

Voltamp Transformer Ltd - India Transformer Manufacturer.

- Co-ordination with the customer & their requirements.
- Co-ordination with the Design & Production Department.
- Co-ordination with the Branch offices.
- Handling technical & physical inspection of transformer
- Co-ordinate with plant for inspection and obtaining dispatch clearance from the customers.
- Making an entire inspection report as well as MOM.
- Worked also in Quality Department.

I Have done Vocational Training in "ABB LTD" From May'03 to June'03.

Work Exposure :

- 1) Make a project on ABB products basis.

Trainee

Apollo Tyres Ltd - India

from Jan.05 to July 05



Education

- 2009 **NATIONAL INSTITUTE OF MANAGEMENT**
MBA in Marketing
- 2014 **SP UNIVERSITY |BVM COLLEGE**
Bachelor's in Engineering
- 2000 **GUJARAT SECONDARY EDUCATION BOARD**
'XII' PASSED
- 1998 **GUJARAT SECONDARY EDUCATION BOARD**
'X' PASSED



Certificates

□ Basic Electronics Maintenance Course from A.V.T.S, Tarsali Vadodara. □ Programming Logic Controller Course from High-Tech Institute, Tarsali Vadodara. □ Electro – Pneumatic Controls from High-Tech Institute, Tarsali Vadodara. □ Auto-Cad From High – Tech Institute, Tarsali Vadodara □ Digital Electronics From High Tech Institute, Tarsali, Vadodara □ Basic Computer Course (Windows, Ms-Office) □ Advance Computer Course (Photoshop, Flash, and Adobe Illustrator) From Jet king.



Interests

- Cricket : College/Univ. Player and also I played from Baroda as a "YSC" player.
- Volleyball : College/Univ. Player and also I played for a "State Level" as a Captain in my School life.
- I passed the Exam of General Knowledge from Baroda District Level, Gujarat during my School time span.
- Sales Conference Certificate Course joined for Nilfisk Alto,GmbH,Germany in Saudi Arabia 2013.
- WWF tracking certificate.



Other Interest

Adventurous activities like - Skydive done (FT - 15,000) , Mountain Tracking, Long drive/Hang out with friends - partner with cup of coffee, Meeting new People, attend professional & networking events, cross culture & exchanging the ideas- views. etc.



Overseas Experience

Travel for Business, Seminar, Market Research, Conference & Event Exhibition across the globe like - GCC, Singapore, Europe, Africa, Far east etc.)