

# RAVINDRA PANDIT

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## CAREER JOB OBJECTIVE

Enthusiastic management professional seeking a responsible career opportunity with a company to fully utilize my experiences and skills, while making a significant contribution for stronger sales, growth and turnover of the company

**PREVIOUS EXPERIENCES: Total 31 years** (National 12 years and Overseas 19 years.)

## OVERSEAS EXPERIENCES (Bahrain - Arabian Gulf) : 19 Years

COMPANIES	YEARS	POSITION HELD	PRODUCTS HANDLED / ROLE	REASON FOR CHANGE
<b>SIGN TRADE</b> April 23 – Feb 24	1 yr.	Sales Executive	<b>Advertising Signboards and Digital prints.:</b> Sales, marketing and business development of all types of internal, external, non- illuminated and illuminated neon and LED Signages, billboards, LED moving digital screens and printed medias to various markets Segments viz. Corporate Business Est., Financial Banks, Star Hotels, Fast food restaurants, Ministries, Shopping Malls, Hypermarkets, Auto dealers, Architects, Consultants, Main Contractors, etc.	Lost due to job cuts in company
<b>UNION PLASTICS</b> Mar 21 – Feb 22	1 yr.	Senior. Sales Executive		Lost due to operational management team change
<b>SIGN WORLD ADVERTISING CO. SPC</b> Dec 18 – Apr 20	1 yr. 5 mths	Senior. Sales Executive		Lost due to division closed during corona
<b>AWAL PLASTICS W.L.L.</b> March 16 - June 17 Nov 07 - Oct 10	4 yrs., 3 mths.	Account Executive		Resigned for : Better opportunity Scheduled Marriage
<b>BAHRAIN NEON</b> Oct 02 - May 07	4 yrs., 7 mths.	Sales Executive		Resigned for schedule marriage
<b>MASKATI COMMERCIAL SERVICES W.L.L</b> May 98 - July 02	4 yrs., 3 mths.	Sales Officer	<b>Polythene and paper products:</b> All types of disposable paper and Extrusion process Polythene products to wholesale markets, Supermarkets, Ministries, private and corporate business establishments, hotels, restaurants, etc.	Resigned for better opportunity.

## NATIONAL EXPERIENCES: 12 Years

COMPANIES	YEARS	POSITION HELD	PRODUCTS HANDLED / ROLE	REASON FOR CHANGE
<b>BSA POLYCONTAINER PVT. LTD.</b> Mar 22 – Mar 23	1yr.	Asst. Sales Manager	<b>HM HDPE drums, Barrels and IBC:</b> Sales, marketing and business development of HM HDPE Blow molded containers to industries producing Chemicals, lubricants, Edible oils, etc...	Lost due to job cuts in company
<b>TIME TECHNOPLAST LTD.</b> Dec 10 - Nov 15	4 yrs., 1mths.	Manager Marketing		Lost due to operational management team change
<b>HI – TECH PLAST CONTAINERS (I) LTD.</b> Nov 94 - May 98	3 yrs., 7mths	Sales Officer	<b>PPCP and HDPE Containers:</b> Sales, marketing & business development of injection molded containers to industries - paints, lubricants, Edible Oils, Food, Pharma, chemicals, etc...	Resigned for overseas opportunity
<b>GALIAKOT CONTAINERS PVT LTD.</b> May 91 - Oct 94	3 yrs., 6 mths	Sales Officer	<b>Mild steel drums &amp; barrels:</b> Sales to existing and new customer to industries producing Chemicals, pesticides, lubricants, Pharma, etc...	Resigned for increasing demand for plastic packaging materials than metal.

## RESPONSIBILITIES HELD:

- Follow up with existing client's, receive and coordinate business enquiries as well monitor statuses to ensure timely completion in a professional manner.
- Retention and servicing of existing inactive clients
- Identify and develop new potential customers from various segment.

- Create new business verticals to seize business opportunities and achieve sales objective defined on an annual basis
- Manage / handle customer queries, requests/complaints and coordinate with the operation team to satisfy customer needs to build trusting relationships as well with key clienteles
- Develop analysis and provide monthly / quarterly / annual sales forecasts / budget for markets and territory in charged for management advice and planning for overall turnover and growth.
- Provide technical support and guidance to the customers for smooth transition of product usage.
- Support line managers in planning and implementing sales strategies and activities throughout the region / market to meet overall objectives.
- Manage channel to successfully have the order intake and execution, inventory and demand for distribution activities.
- Able to understand business environment to develop strategy, intelligence and share with the sales and marketing team to 'Connect' market.
- Accountable for any issues like collection of payments, dispute, etc. with respect to customers.
- Provide sales and business development reports, market trends and customer feedback via CRM tool.

#### EDUCATIONAL QUALIFICATIONS

**BACHELOR'S DEGREE IN COMMERCE** from the University of Mumbai during April 1991.

**DIPLOMA IN MARKETING MANAGEMENT** from St. XAVIER INSTITUTE OF MANAGEMENT during 1992- 1993

#### PERSONAL DETAILS

<b>Date of Birth</b>	December 10,1969	<b>Height &amp; Weight</b>	5ft, 7inches, 70 kgs.
<b>Marital Status</b>	Married	<b>Health</b>	Good
<b>Nationality</b>	Indian	<b>Sports</b>	Cricket & Badminton
<b>Languages Known</b>	English, Hindi, Kannada and Marathi	<b>Hobbies</b>	Travelling & Music

PASSPORT DETAILS		CPR DETAILS		DRIVING LISENCE DETAILS	
<b>PASSPORT No.</b>	M 6416117	<b>CPR No.</b>	691218161	<b>LICENSE No.</b>	691218161
<b>PLACE OF ISSUE</b>	MUMBAI, INDIA	BAHRAIN		December 15, 1998	
<b>DATE OF ISSUE</b>	February 16, 2015	-		Kingdom of Bahrain	
<b>DATE OF EXPIRY</b>	February 15, 2025	October 03, 2028		March 12, 2026	

<b>SALARY EXPECTED</b>	
<b>Salary Expected</b>	Negotiable
<b>Willing to Join</b>	Immediate

#### REFERENCES

**Mr. Mahesh Goswami** - Regional Manager  
**M/s. SIGNTRADE W. L.**  
 Kingdom of Bahrain  
 Mobile – +973 36898840

I certify that the foregoing information is correct and complete to the best of my knowledge and belief.



PLACE: MUMBAI, INDIA

(RAVINDRA PANDIT)