

RAVI K. DONGARE

OBJECTIVE 15+ years dynamic professional experience in Sales & Marketing.

SKILLS & ABILITIES Business Development, Product demonstration, Collection, Customer Relationship, Complaint Management, Strategic Planning, Coordination, Reports and Documentation.

EXPERIENCE **AREA SALES MANAGER, ESHAN MINERALS PVT LTD, NAGPUR.**

April 2017 to Jan 2021

- ⇒ This is **Construction industries** mfg. products **Wall putty, Lime Plaster, Gypsum & Tiles Adhesive & Redimix Plaster.**
- ⇒ Maintain organized presentable dealers to drive continuous sales.
- ⇒ Worked alongside retail representative to boost sales by enhancing product representation and advertising collateral.
- ⇒ Responsible for sale in Dealers, Distributors, Builders & Projects.
- ⇒ Trained and developed sales team associate in products, selling techniques and company procedures.
- ⇒ Achieve sales target, improve market coverage and executed secondary sales plan area wise, SO wise and brand wise.
- ⇒ To develop markets and increase market share. Reviews market analyses to determine customer needs, volume potential, and price schedules, and develops sales.

BUSINESS DEVELOPMENT OFFICER, WALPLAST PRODUCTS PVT LTD, MUMBAI.

April 2013 to April 2016

- ⇒ This is **Construction industries** mfg. products **Wall putty, Water roofing compounds, Gypsum, Tile Adhesive, Block Joint Mortar (BJM), Redimix Plaster, Lime Plaster & Crack fillers.**
- ⇒ Focus on sale target and collection and control bad debt. Making sales plan monthly, quarterly study for the market region competitors' policy & scheme.
- ⇒ Organized the dealers meet and painter meets, discuss them & sort out queries also build up strong relationship. develop markets and increase market share.
- ⇒ Successfully introduce new products in the market place. Ensure effective implementation of promotional activities and material.
- ⇒ Reviews market analyses to determine customer needs & develops sales action plans to accommodate goals.

MARKETING OFFICERS, MANIKGARH CEMENT, MUMBAI.

May 2012 to March 2013

- ⇒ This is **Cement Industries.** Mfg. cement at Chandrapur (MS), and Branch office at Chhatrapati Sambhaji Nagar.

- ⇒ Ability to sales plan in Trade and non-trade segment, create new channel for sales and promote old dealers,
- ⇒ Visiting Builders, Architecture, Contractors, Projects & Dealers.
- ⇒ Generate leads, provide quotation and taking follow-up.
- ⇒ Demonstration and rate negotiations with customer, making complete documentation and close the deal. Handle the customer complaints and sort out quarries.

ASST. BRANCH MANAGER, PODDAR TYRE LTD, MUMBAI.

Jan 2007 to Nov 2011.

- ⇒ This is **Rubber Industries** manufacturing of Bicycle, **Bike and Moped Tyres, Tubes and other Accessories** related to automobile worlds. Branch office at Ch Sambhaji Nagar.
- ⇒ Handling distributor, dealers & sales team. Regular visit to parties maintains strong relationship discuss with various promotional activities and sales planning.
- ⇒ Appointment new dealers and distributors. Set industrial sales target for dealers and sales persons. Run the scheme successfully. Meeting with sales person, make sales plan district wise and dealer wise to achieve sales target.

MARKETING EXECUTIVE, SHARMA PLASTO CONTAINER, CH. SAMBHAJI NAGAR.

Oct. 2003 to Dec. 2006

- ⇒ This is **Plastic Industries**, Mfg. **Water Storage Tank & Allied Products**.
- ⇒ Routine travelling works in the market field and visiting dealers.
- ⇒ Appointment of new dealers & promote old dealers,
- ⇒ Focus on Sales target & Collections. To develop market and increase share protentional.

EDUCATION **B.SC.** DR. BABASAHEB AMBEDKAR MARATHWADA UNIVERSITY, CHHATRAPATI SAMBHAJI NAGAR APRIL 1996. WITH 57.16%

M.SC. DR. BABASAHEB AMBEDKAR MARATHWADA UNIVERSITY, CHHATRAPATI SAMBHAJI NAGAR, APRIL 1998. WITH 50.75%

DBM. DR. BABASAHEB AMBEDKAR MARATHWADA UNIVERSITY, CHHATRAPATI SAMBHAJI NAGAR APRIL 2000. WITH 64.42%

PERSONAL Date of Birth: 1st July, 1976.

Gender: Male.

Language Abilities: English, Hindi and Marathi

I have by declared all information is true the best of my knowledge and ability.

Signature

Ravi Dongare