RESUME

KIRAN VILAS NAGARGOJE

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Career Objective

To work in the organization having professional environment and objectives to achieve growth of an individual along with the organization.

Expertise : Carrying 9 years of experience in the field of customer relationship, sales and marketing. Training & development Overall experience reflects handling of multifunctional responsibilities such as Business Development, Customer Support, and Marketing. Strong relationship builder exceeding the clients and organization expectations.

Work experience

Capaz Industries Pvt.Ltd (Supa Ahamadnagar) (From Feb2023 to Dec 2023)
Location : Sangli, Kolhapur, Satara, Solapur, Belgaum
Job Profile - Sales Manager (B To B)

- Prepare Costing As Per Sample
  EG. Converging Cost, Filler Percentage, Admin Cost, Packaging Etc.,
- Whole Process Of Sales & Marketing
- Sales & Marketing In Cattle Feed , Fish Feed ,Corn greet, Namkeen Industries ,Chick
- Feed, Chemical industries, fertilizer industries, Ice cream Industries Etc.
- Generate New Leads In Woven Flexo Printed Bags, Flexible Packing Laminates In Roll Or Pouch Form , PP Strapping Roll, Vegetable Crates.

Achievement : Developed 30 clients with export client (Value 11 cr.)

Supersonic Electronics (Sangli) (2016 to 2023)
Location : All over India
Job Profile - Sales Manager (B To B)

- Visit Dealers, Engineering colleges.
- Prepare Commercial Proposal.
- Cold Calls on indiamart and college websites
- Brand Development Through Exhibition, website, Broachers.
- All possible things for boost the sale
- Preparing the document of government tender and GEM portal
- Participating all college tender, Government tender and GEM tender

Achievement : Developed 80 clients with export client(Value 1cr.)

Shubham Boards.(sangli)(From 2014 to May 2016)
Location :Work From Office (Kerala)
Job profile- BDM (B TO B)

- Participate International Exhibitions
- Prepare All Process Of Digital Marketing
- All Possible Thinks For Boost The Sale

Achievement : Development in Kerala total 30 to 35 clients (furniture manufacturer)
(Value 3.4 cr)

`Educational Qualification

- ME (HPE) : from Shivaji University Kolhapur (Pass Class).(2015)
- BE(Mech) : from Shivaji University Kolhapur (Pass Class).(2012)
- HSC : from Kolhapur board(Pass Class). (2008)
- SSC : from Kolhapur board.(Pass Class) (2006)

Project

- "Experimental Investigation of heat transfer from annular fins of circular and elliptical cross section" (M.E. HPE)

Personal Vitae

Date of Birth : 16 April, 1991
Languages : English, Hindi, Marathi
Address : A/P Bedag ,TAL- Miraj, DIST-Sangli.

I hereby declare that the information furnished above is true to the best of my knowledge

(Kiran Nagargoje)