

CURRICULUM VITAE

PAWAN SINGH

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Contact Number : 8208870146

Career Objective

To pursue a business development sales position where I can utilize my strategic thinking, networking abilities, and market knowledge to generate new leads, close deals, and help the company expand its presence in the market while building long-term, fruitful customer relationships.

<u>Academic Detail</u>			
<u>Qualification</u>	<u>Institute</u>	<u>Percentage</u>	<u>Year</u>
<i>B.E.(MECHANICAL ENGINEERING)</i>	<i>Pillai HOC College of Engineering and Technology (Mumbai University)</i>	<i>7.15 CGPA</i>	<i>2016</i>
<i>H.S.C</i>	<i>Janta Junior College (Khopoli, Mumbai division)</i>	<i>77.33</i>	<i>2012</i>
<i>S.S.C</i>	<i>Carmel Convent School (Khopoli, Mumbai division)</i>	<i>90.91</i>	<i>2010</i>

Profile Summary

- *A technically adept with an experience in technical sales and services within the paint and coating industry in the segments of **Pipe coating/waterproofing/Flooring division***
- *Proficient in providing expert advice on a wide range of **coating solutions**, ensuring the application of the highest technical standards.*
- *Demonstrated expertise in understanding customer needs, offering tailored product solutions, and providing ongoing technical support to ensure successful product performance.*
- *Skilled in product demonstration, surface preparation, application techniques, and troubleshooting to resolve client issues and optimize coating performance.*
- *Strong ability to build and maintain long-term customer relationships by providing exceptional service, comprehensive product training, and post-sales support.*
- *Adept at working closely with cross-functional teams, including R&D, technical support, and manufacturing, to deliver innovative coating solutions that meet market demand.*

Experience

Organization :- Clean Coats Pvt. Ltd.(Mumbai)

Designation :- Manager (Technical Sales and Services)

Duration :- 02nd Sep-2024 (Working)

Responsibilities:-

- *Working closely with customers to understand their needs, the substrates they work with, and the environmental conditions of their projects. This includes understanding how to select the right coating system for durability, aesthetics, and cost-effectiveness.*
- *Recommending specific products or systems that will meet the customer's requirements.*
- *Preparing technical presentations or proposals for clients that highlight the benefits of specific coating solutions*
- *Assisting clients in the proper application of coatings. This may include giving guidance on surface preparation, application methods (e.g., spraying, brushing, rolling), curing times, and environmental conditions (e.g., temperature and humidity) required for the coating's performance.*
- *Diagnosing and troubleshooting any issues that arise during the application or performance of the coatings. This might include problems like poor adhesion, improper curing, or surface defects.*
- *Providing training to the customer's team on proper application techniques, safety standards, and maintenance requirements*
- *Developing and implementing sales strategies to achieve business development goals.*
- *Engaging with potential clients through meetings, presentations, and proposals to win new business contracts*
- *Communicating customer feedback to the product development team to ensure that the coatings meet market needs. Suggesting new product lines or improvements based on market demands.*
- *Overseeing the preparation of competitive bids, quotations, and tenders. Working with the technical and operations teams to ensure that proposals meet client specifications and are financially viable.*
- *Monitoring the success of business development activities, tracking key performance indicators (KPIs), such as revenue growth, market penetration, customer acquisition rates, and overall profitability.*

PREVIOUS EXPERIENCE

Organization :- Amchem Products Pvt. Ltd. (Greater Noida)

Designation :- Manager

Duration :- (20th Nov-2023 to 08th Aug-2024)

Organization :- Mega Pipes Pvt. Ltd.(Topworth) (Khopoli-Pali Road Raigad)

Designation :- Senior Executive

Duration :- (16th Feb-2023 to 15th Nov-2023)

Organization :- Jindal Saw Ltd. (Nashik)
Designation :- Senior Executive
Duration :- (10th Aug 2020 - 06th Feb 2023)

Organization :- Tata Steel Ltd.(Formerly known as Bhushan Steel Ltd.-Khopoli)
Designation :- GET. and Assistant Engineer
Duration :- (01st Dec-2016 - 31st July-2020)

Key Skills

- Product Knowledge
- Technical Expertise\
- Sales skills
- Problem Solving
- Project management
- Technical support and service
- Communication skills
- Customer centric mindset
- Quality assurance

Personal Details	
Name	Pawan Singh
Father's Name	Mr. Santosh Singh
Date Of Birth	09/12/1994
Hobbies	Gymming, Playing sports
Languages Known	English, Hindi, Marathi
E-Mail	ps767879@gmail.com
Address	Sirkoni bazar, Village Dhaurara, Post- Bakrabad, Dist- Jaunpur pin-222136
Contact Number	8208870146

Declaration

I hereby declare that above mentioned details are correct and complete to the best of my knowledge. If you find my resume up to your expectation; I would surely expect a position for myself in your organization.

Date:

Place:

PAWAN SINGH