

CURRICULUM VITAE

Dignesh Oza
B.E. (Chemical)

Career Objective:

In quest of challenging assignments in Sales & Marketing, Profit Centre Operations, Business Development, Channel Management, Key Account Management and Team Management, Credit Management, Inventory Management with growth oriented organisations of repute.

Summary of Skills:

A dynamic professional with **over 20 Years'** experience in Sales & Marketing, Business Development, Key Account Management and Product Management in Chemical Industry

Career Highlights:

From March 2022 at Hempel Paints India Pvt Ltd as a Head of Commercial - Infrastructure

Role & Key Responsibilities :

- General activities
- Leadership & Direction
- Client & Customer Management
- Operational Management
- Data Collection & Analysis

From November 2017 to February 2022 at Hempel Paints India Pvt Ltd as a Manager - Sales Protective.

Hempel is a world-leading coatings supplier for the decorative, protective, marine, container and yacht markets. From wind turbines and bridges to hospitals, ships, power stations and homes,

Area of Operation:

- Managing North Gujarat B2B Business, EPC, Infrastructure, Wind, Pipeline, OEM, Applicators
- Managing Key Accounts like Suzlon, Welspun, Adani Group, Phenix, Tata and many more
- Responsible to Monthly/Yearly Target for Protective Coatings Sales for self and team

January 2015 to July 2017 at Overseas Polymers Pvt. Ltd as Marketing Manager - Chemicals

OPPL is major subsidiary of Vinmar International - USA is in the field of imports and distribution of Polymers and Chemicals & Solvents representing MNC's like Exxon Mobil , Shell, Cristal Global ,SABIC, Sumitomo and many others with turnover of USD 6 BN. This comprehensive range of products is widely used in agrochemicals, textiles, paints, PVC, Master batches, lubricants, detergents, pharmaceuticals, Dyes & Intermediates, plastics, personal care products etc.

Area of Operation:

- Responsible for West India Sales of TiO₂, Ethoxylates, Solvents like Phenol, Toluene, MPG and other products assigned time to time by company.
- Develop local business plan to increase market share by outlining tactics, activities and resources
- Maintain & enhance relationships with existing core customers and dealers
- Work closely with the marketing team to provide regular sales forecasts & reporting to Business Head at Mumbai.
- Identify potential business opportunities and develop sales strategies to pitch the business
- Understand the market competition and increase the value of the company's products for customers

From September 2008 to January 2015 at Saibaba Surfactant Pvt. Ltd as Sales Manager.

Saibaba Surfactant is in the field of manufacturing of **Ethylene Oxide Condensates** such as **Ethoxylates, Ethanol Amine and Specialty Chemicals** etc. This comprehensive range of Ethoxylates is widely used in agrochemicals, textiles, paints, lubricants, detergents, pharmaceuticals, Dyes & Intermediates, personal care products etc.

Area of Operation:

- Responsible for Pan India Sales of all the product range of the company.
- Maintain & enhance relationships with existing core customers and dealers
- Identify potential business opportunities and develop sales strategies to pitch the business
- Understand the market competition and increase the value of the company's products for customers

From September 2004 to August 2008 with Remik Trading Company Pvt. Ltd as Product Manager - Ethoxylates

Remik Group is in the field of Trading & Marketing of all type of Industrial & Textile Chemicals all over India. Remik Group is having turnover of Apprx. Rs 250 Crores being a one of the top trading company in Gujarat.

Area of Operation:

- Develop local business plan to increase market share by outlining tactics, activities and resources
- Work closely with Area Sales Executive to increase the market penetration
- Identify potential business opportunities and develop sales strategies to pitch the business

From Nov 2003 to May 2004 with Henley Industries (I) Ltd as Production Planning Engineer

Henley group having three main companies i.e Drury Industries Ltd, Chemiron and **Henley Industries Ltd.** with a diversified interest in the field of Chemicals and Medicine formulations. Henley Industries India Ltd. is a 500-crore company based in UK with its main line of products Include Sulfuric Acid, Alum, Silicate and Pharma Products

Area of Operation:

- Responsible for preparation of delivery plan;
- Monitors production progress, production efficiency and stock inventory;
- Planning of materials, manpower and equipment capacity to support production;

From July 2003 to November 2003 with M/s Innpro Solutions Pvt. Ltd as Sales Engineer

InnPro Solutions is specialized in energy conservation and productivity improvements of plant utilities such as Cooling Water Systems, Refrigeration Systems, Compressed air Systems, DG Sets, steam systems.

Academic Qualification:

- **B.E. in Chem from L.D. Engineering College with Dist (71.26%) Marks in July 2002.**
- **H.SC from GSHEB with Distinction (72.66%) Marks in March 1998.**
- **S.S.C from GSEB with Distinction (73.86%) Marks in March 1996.**

Personal Detail:

| | | |
|----------------|---|--|
| Date of Birth | : | 12 th June 1981 |
| Pass Port No | : | W 7285000 |
| Sex | : | Male |
| Marital Status | : | Married |
| Hobbies | : | Reading, Internet surfing, Volleyball |
| Email | : | dignesh@engineer.com |
| Cell | : | +919824011000 |