

DEEP DETROJA

KOTHARI CHAMBERS, ANANDPURA, VADODARA - 390001

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Career Summary

Sales Portfolio with experience of account management & Business Development Activity. Industry experience across speciality chemical and Speciality Gas sales in chemical industries located in Gujarat. Strong customer advocacy, communication and cross group collaboration skills. Acknowledged for successfully meeting targets, implementing budgets, building & nurturing fruitful relationships with customers.

Professional Experience

Current Employer: - Linde India

Designation:- Associate (15th Oct'24 – Till date)

- Business developing of speciality gas sales account in Gujarat region.
- Survey the market and generate leads for potential new clients.
- Market research for understanding the potential new clients.
- Cold calling in different segments of chemical and automotive industry for product market survey.
- Ensuring customer service is as required and ensure internal communications are done regularly.

Job Responsibilities

- Identify and develop new business opportunities to maintain and grow the speciality gas business in Gujarat region.
- Report building and customer interaction on time to ensure proper sales and communication.
- Key account Management.
- Fostering strong, lasting relationships with both existing and new customers through consistent engagement.

Past Employer: - DORF KETAL Chemicals (I) Pvt. Ltd.

Designation:-Sales & Marketing Engineer (21nd July'22 – 12th Oct'24, 2 Years 3 months)

- Managing and developing speciality chemical sales account worth USD \$1.5 M.
- Existing sales management for Cracker Plant which includes Heat Exchanger Antifoulant, Corrosion Inhibitor, Neutralizing Amines, performance monitoring of additives for Cracker Plant.
- Evaluate and suggest products and troubleshooting solutions in line with client needs and requirements. Organize Conferences and meetings with clients to assess their needs and scope of service enhancement.
- Survey the market and generate leads for potential new clients.
- Market research for understanding the potential new clients.
- Managing site team and ensuring customer service is as required and ensure internal communications are done regularly.
- Technical support to other site teams for petrochemical division.

Key Achievements

- Boosted potentiality of securing high-value client account through superior sales and relationship building skills, greatly advancing organizational objectives.
- Executed and managed a trial of polymer inhibitor, which has resulted in observable changes in the system of customer.
- Market Expansion - Identified and developed many new lines of applications for the organization, which were developed based on requirements of customer.

Job Responsibilities

- Identify and develop new business opportunities to maintain and grow the speciality chemicals in petrochemical plant.
- Key account Management.
- Value Proposition.
- Gather industry intelligence & market research to inform business decision-making.
- Direct customer management through clear communication internally and externally.
- Monitoring and troubleshooting process parameters in Petrochemical plant for smooth functioning and providing technical suggestion for changes in operational parameters to be implemented for optimizing the performance.
- Ensuring long term and healthy relationship with existing and new customers by regular customer engagement.

Skills

- Key Account Management
- Business Development based on Market analysis and customer's needs
- Technical Proposals of products
- Customer/vendor relationship & Sales support
- Competitor analysis
- Inventory Management
- Market Analysis/ Survey
- Technical solutions to problems
- Performance Analysis
- Counsellor Sales Person (CSP) Selling

Education

- Nirma University
 - B.E (Chemical Engineering) – 6.5 CGPA 2018-2022
- Kokilaben Dhirubhai Ambani Vidyamandir (CBSE Board)
 - Higher Secondary-72% 2018
- Kokilaben Dhirubhai Ambani Vidyamandir (CBSE Board)
 - Secondary - 80 % 2016

Personal Profile

- Nationality: - Indian
- Languages Known: - English, Hindi, Gujarati
- Marital Status - Unmarried
- Date of Birth - 20th November 1999
- Current Salary – 6.00 LPA (CTC)
- Expected Salary - 9.00 LPA (CTC)

Declaration

I hereby, state that the information furnished above is true to the best of my acknowledgement and belief and I undertake the responsibility for the same.

Date:

Place:

Deep Detroja