

Curriculum Vitae

Hemant Prabhakar Borase
Flat No.902, Balaji Crest, Plot No.57,
Sector -17, Roadpali-Kalamboli Colony,
Navi Mumbai– 410218.
Mobile No.: +91-8108712349
Email: hemantpborase@gmail.com

Career Objectives:

To gain knowledge and experience, to become a successful marketing professional in business operations with a focus on market and revenue expansion.

Work Experience :

?

Currently working as “ Sr.Manager Sales” at Calibre Chemicals Pvt Ltd, at their Corporate office Prabhadevi West, Mumbai having factory at Sarigam GIDC, Vapi Manufacturing of Iodine derivatives and speciality chemicals , from 01st September 2007 to till date (Total 16 years’ experience). It is B2B business.

- Iodine Derivatives Manufacturer (Inorganic & Organic) – Used in Food applications, Animal Nutrition feeds, Pharma API & Intermediates, Lab Chemicals , Tyre cord , Oil field chemicals, Contrasts media(Electronics) & Agrochemicals.
- Speciality Chemicals Manufacturer - Used in Paints & Pigments Industry, Hair bleach, Adhesives, Polymers, Dyes and Textiles, Water treatment chemicals etc.
- Explosive Chemicals Manufacturer - Mining Explosives Chemicals companies and Aerospace & Defence sector.

Job Profile:

1. Business development for existing customers (B2B)
2. Development of new customers & retention of old customers
3. Effective communication skill and experience of Business Crack
4. Cultivating good rapport with major customers to ensure continuous flow of sales revenue .
5. Generating new inquiries, Regular Inquiry, offers, follow up till orders and payment.
6. Competitors Analysis.
7. Reporting to CEO of company.
8. Working with Dealers and Traders PAN India
9. Achieve growth and hit sales targets by successfully managing the sales team of 5-6 people.

??

10. Market Intelligence.

☒☒ 11. Strong negotiation and consultative sales skill.

☒☒ 12. Excellent analytical and problem solving skills.

☒☒ 13. Outstanding organizational and leadership skill.

14. Attending Trade Shows

15. Visiting the customers as per the business need.

☒ Worked at K.V.Fire Chemicals Pvt Ltd. Manufacturing unit at Nashik of Fire Fighting Chemicals, HO at Vashi Navi Mumbai, as Sr. Executive Sales Co-ordinator, from December 2001 to 18th June 2007. (Total Exp. 6 years)

☒

Job Profile:

☒☒ 1. Sales Co-ordinate with 10 Marketing executives for timely Visit reports, Expenses vouchers and Travel plan.

☒☒ 2. Reporting to Managing Director.

☒☒ 3. Internal follow up for execution of order.

☒☒ 4. Payment follow up

☒☒ 5. Inquiry, offers, follow up and orders.

Computer Proficiency:

☒ Microsoft Office Applications (Word, Excel,Power point & ERP) , Internet, Basics in computer. ERP -SQL Base

Personal Details :

☒ Total Experience : 22 Years

☒ Marital status : Married

☒ Date of Birth : March 21, 1978 (45yrs)

☒ Education : B.Sc (Chemistry) year 2000 Mumbai University.

☒ Current CTC : 20 Lacs pa.

☒ Expected CTC : 25 Lacs pa.(Negotiable)

☒ Communication : English, Hindi, Marathi, Gujarati (Only Business Transaction)

☒ Joining Notice : Standard 30 days (May be negotiate as per requirement and discuss in Final Interview)

☒ Reason for Change : Better career opportunity.

☒ Interview Availability : Any working day as per requirement.

Reference: Available on request

=====

I do hereby state that the above mentioned information is true to the best of my knowledge & belief.

(Hemant P. Borase)

Mobile No. 8108712349