

Siddhesh Ambre

Marketing Executive

Goal-oriented marketing expert with natural talents in developing and implementing successful strategies, driving profits, increasing market shares and strengthening customer dominance. Hardworking, performance-oriented leader offering proven expertise in project development, team supervision and campaign enhancement. Prepared to bring 4+ years of progressive experience and take on challenging position with opportunity to make lasting impact on company and customer success.



Skills

- Good Chemical Process Know-how
- Quick learner
- Planning activities
- Handling people
- Independent task handling
- Meticulousness
- Goal Oriented
- Handling high pressure tasks
- Inter-personal relationship development



Work History

2021-09 - Current

Senior Sales Executive

Aarav Fragrances and Flavors Pvt Ltd, Mumbai, Maharashtra

- Utilized multiple marketing strategies to improve profitability.
- Analyzed market trends in consumer industries to implement appropriate marketing and sales methods.
- Managed full sales lifecycle for SME accounts.
- Prospected leads, scheduled meetings and converted targets into customers at 70% rate.
- Protected top-priority accounts by employing effective sales and marketing techniques.

2018-07 - 2021-09

Marketing Executive - Speciality Chemicals

Rishichem Distributors Pvt. Ltd., Mumbai, Maharashtra

- Business development on PAN India basis for Plastics, Coatings and Ink industry, Personal Care & Homecare
- Targeting high volume base customer

2016-12 - 2018-06

- Conducting market survey for New product to understand market potential
- Sales and marketing activities in other industrial sectors as well like Home Care, Personal Care and Paper industry
- Responsible for building professional relationship with Principals and Customers
- Conducting trials at customer end and providing solutions
- Negotiating over price with respect to volume
- Collecting forecast from customer and planning inventory

Technical Sales Executive – Specialty Chemicals

Krishna Enterprises, Mumbai, Maharashtra

- Business development in West Region of India for Plastics, Coatings and Ink industry.
- Responsible for handing existing sales.
- Responsible for building professional relationship with customer for masterbatch, PVC / CPVC pipes, PVC foam Board and flex
- Taking care of Indent Business fro FCL and LCL shipments
- Planning inventory for products.
- Scheduling principals visit among customers.
- Negotiating over price and deal closure with the customers

2012-06 - 2016-09



Education

Bachelor of Engineering: Chemical Engineering

Gharda Institute Of Technology - Khed

Academic Project experience

"Optimization of kinetic parameters for Coal Liquefaction"

(Experimented and resulted in GHARDA SCIENTIFIC RESEARCH FOUNDATION, LOTE, KHED)

Executive MBA: Marketing

Thakur Institute Of Management Studies And Researc - Kandivali East, Mumbai



Languages

- English
- Marathi
- Hindi

