

Dadawadi shreeram nagar ,
Jalgaon- Maharashtra

Career objective

To join a developing company, so as to sharpen my technical abilities enhance project skill and contribute for the growth of organization, further more to serve the core values and purpose of establishment through dedication and hard-work.

Organizational Experience

1) Organization : Arti Chemical Industries (Ahmedabad)

Designation : Area Sales Manager (Maharashtra, South & Daman / Vapi)

Duration : Since. 1st Nov 2019 To Till date

In
Arti Chemical

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Developing and confirming schedules
- ensuring health and safety standards are met.
- coordinating drivers, vehicles, loads and journeys.
- Reporting to Director
- Keeping up to date with products and competitors
- Increasing business opportunities through various routes to market
- Collecting customer feedback and market research

Major Clients Name

- Prince Pipes & Fitting Limited
- Supreme Industries Limited
- Kkalpana Industries Limited
- RR Cable
- Apar Cable

2) Organization : Power2sme Pvt Ltd- (Gujarat)
Designation : Key account Manager (B2B Sales, B2B Marketing)
Duration : Since. 09th April 2018 to 31st Oct 2019

In
Power2sme

- Identify the key people within Key influencers who influence PVC/Adhesive/ PP /LLDPE/ HDPE
- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Developing and confirming schedules
- ensuring health and safety standards are met
- coordinating drivers, vehicles, loads and journeys
- Efficient procurement of all raw materials to maintain optimal levels of inventory
- Knowledge on vendor selection criteria, domestic transportation, transport rates
- Bank guarantee/ LC (Credit Term)
- Business Loan MSME

Major Customers Name

- Vasani Pipes Pvt Ltd
- Vinayak Pipes pvt ltd

3) Organization : Pittie Group- **Patanjali** (Andheri – Mumbai)
Designation : Category Manager
Duration : Since. 21st Aug 2017 to 31st March 2018

In
Pittie Group (**Patanjali**)

Job description

- Analysing data or insights to determine industry and consumer trends

- Devising long-term development strategies for product categories
- Developing exit strategies for unsuccessful products
- foster trust relationships with vendors to achieve better pricing and quality of services
- Place appropriate orders to ensure product availability that meets consumer demands
- Determine the positioning of a product category to maximize visibility
- Liaise with marketing teams to determine competitive pricing and promotional activities of a product category
- Collaborate with buyers and merchandisers to expand product categories
- Make forecasts for product demand to ensure the sustainability of inventory
- Assume responsibility of budget development and revenue for category
- Detailed category analysis to derive insight on the category, competitors and shoppers
- Prepare the trade terms & negotiate with vendors with the help of Department Head.
- Timely and accurate category analysis.
- Consistently follow the range, price, promotion, space, vendor & replenishment processes & policies.
- Negotiations with Key vendors on TOT along with the Department Head.
- Manage & optimize the use of supplier resources. Harness supplier knowledge to grow the category.

4) Organization : Paradise Polymers LTD.
 Designation : Purchase Executive & Packaging Development
 Duration : Since. 1st July 2013 to 20th Aug 2017

In
Paradise Polymers Pvt Ltd

Period: Since 1st July 2013 to 20th Aug 2017
 Designation: Purchase Executive & Packaging Development.

Job description

- Pricing Negotiation.
- Tracking documentation
- Develop the new suppliers.
- Purchase all type of raw material (i.e. Resin , DOA , Epoxy)
- Purchase Packing material & Packaging Development of Inner & outer carton.
- Recommend optimal transportation modes, routing, equipment, or frequency.
- Create policies or procedures for logistics activities.
- Plan or implement material flow management systems to meet production requirements.
- LC opening with Bank (CBI & BOI), maintain buyer credit account.
- To create, modify, maintain all packaging artworks. (For Indian & Arab Market)
- Purchasing packaging material with calculate actual costing.
- Prepare the trade terms & negotiate with vendors with the help of Department Head.

Able to do

- Prepared The Export Documentation
- Commercial Invoice
- Handling CHA

Reference

- Mr. Amit Mishra (Purchase Manager & Export Manager-India)
Mo.7720042702
Paradise Polymers Ltd Jalgaon

Reference educational qualification

Examination	Board/University	Year of Passing	Percentage
M.B.A. (Finance)	N.M.U, JALGAON.	2013	58.18%
B.B.M(E-com)	N.M.U, JALGAON.	2011	55.33%
H.S.C. (com.)	Nasik Board.	2006	52%
S.S.C.	Nasik Board.	2005	62.40%

Extra-curricular activities

1. MS CIT)
2. MS Excel (V Lookup, H Lookup, Formula in Excel, pivot)
3. Tally (EPR 9)
4. Navision

Project Description

- 1) Name:- [Consumer satisfaction about e-booking](#)
Company Name: - [shri sairam travels agency](#)
Project place: - jalgaon (2011-2012 Project
period:-3month in individual.
- 2) Name :-[Inventory Management](#)
Company Name: - [Raymond pvt ltd](#)
Project Place:- M.I.D.C Jalgaon (2012-2013)
Project Period:-45 days in group

Personal Information

Name : Pawan Sonar

Fathers Name : Prakash Sonar.

Address : Pawan Prakash sonar
Dadawadi Jalgaon 425001

Date of Birth : 2nd April – 1988

Nationality : Indian

Gender : Male.

Languages known : Marathi, Hindi and English.

Hobbies & Interests : Making new friends, Photography, Travelling.

Personal Profile : Honest, Sincere, Hardworking,
A self-Starter, gets along well with
Everyone and enjoys working as
A team Cool & Calm in nature.

Place: - Jalgaon

Yours faithfully

Date: - / /2021.

(Pawan Sonar)