

HEMIL PANDYA



CONTACT

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EDUCATION

MBA(MARKETING)

Gujarat Technological University

2020-2023

BACHELOR OF SCIENCE

Gujarat University

2017-2020

SKILLS

- MARKET RESEARCH AND ANALYSIS
- CLIENT RELATIONS
- KEY ACCOUNT HANDLING
- SALES PROCESSES AND FORECASTING
- RELATIONSHIP SELLING
- BUSINESS DEVELOPMENT
- MICROSOFT OFFICE SUIT

PROJECT

- Summer Internship Project: Report on A Study on Contractor/Painter preference towards paints review from consumer.
- Prarambh- Emerging business ideas and models in a Post Covid-19 Scenario.
- BRAHMASTRA 4.0 THE MARKATHON-Online marketing hackathon – Sirf Taxi.
- BRAHMASTRA 5.0 THE MARKETHON-Online marketing hackathon- Oxy Boost –Portable oxygen cylinder

PROFILE

I am a personable and results-oriented sales professional, consistently exceeding targets and fueling substantial organizational revenue growth. With expertise in the nuanced intricacies of the sales process, I understand the human and emotional dynamics of buying and selling. My strong social skills facilitate meaningful connections with clients, colleagues, and third-party stakeholders. Proficient in the Microsoft Office suite, I leverage its features for enhanced productivity. Adeptly managing key accounts, I navigate and optimize sales processes, making a substantial contribution to the overall success of the organization.

EXPERIENCE

Assistant sales manager

Australian foods India pvt ltd(cookie man) |
Ahmedabad | February 2024-Present

- accountable for the complete client identification and lead generation process, which culminates in the lead's successful closure.
- Utilised networking, targeted cold calling, and referrals to generate a successful lead. Closed the lead with fallaps, demos, and reminders of their needs.
- created enticing product demos, customised proposals, and sales presentations that successfully met client needs.
- investigating corporate suppliers as well as establishing business relationships with them.

Business Development Executive-Institution

Kairos super foods Pvt ltd(Ancient roots) |
Ahmedabad | June 2023-January 2024

LANGUAGE

English, Hindi, Gujarati

HOBBIES

Exploring new area and cooking

- Responsible for end to end clients identification and lead generation which further leads to successful closing of leads.
- Prestigious Clients from HORECA, Institutions, Pharmaceuticals industry, Gifting companies, and White labelling clients.
- Accomplished successful lead through targeted cold calling, networking, and referrals.
- Conducted extensive market research to identify emerging opportunities for product positioning.
- Developed persuasive sales presentations, product demonstrations, and customized proposals, effectively addressing client needs.
- Maintained accurate and up-to-date records of sales activities, customer interactions, and follow-ups for management review and decision-making.

HORECA DEVELOPMENT EXECUTIVE

**Reliance Retail limited (Jiomart HORECA) |
Ahmedabad | Apr 2022-Apr 2023**

- Responsible for exploring potential business avenues for achieving increased business growth in HORECA business.
- Deliver the sales objectives of volume, value, and acquire new food service accounts across the HORECA channel.
- Build up strategies and sales promotion plans under the guidance of senior manager.
- Ensuring customer satisfaction by achieving delivery & service quality norms. And responsible for expanding the company product business in HORECA segment.
- Maintain relations with existing clients and create new clients as well. Visit key customer outlets and represent the company product range.

SUMMER INTERN

**Berger Paint India Limited
|Ahmedabad | Sep 2021-Nov 2021**

- Survey in market and meeting with influencer(contractors or painters) and end user related activity meets their goal, show how beneficial it is for them to engage with us.
- In addition to meeting with influencers (contractors or painters) and prospective Express Painting clients, I visited the Express Painting site to see whether or not the work was done efficiently.
- Highlight their problem at the grass root level and inform the management and try to solve it.