

# Parul Pravinbhai Parmar

A-509, Sarjan tower Bhadkodra, behind Apple Plaza,  
Ankleshwar, Gujarat, 393001

parmarparul6403@gmail.com  
8347303958  
29/08/1995

## Objective

I would love to work in a dynamic professional environment with a leading organization of repute and further the understanding discipline of Chemical Engineering in the field of Sales & Marketing Professionals contribute to the growth and benefit of the organization effectively.

## Experience

### Veer Pharma Chem –Jagadiya

Assistant-Marketing

MARCH 2023 - PRESENT

- Forecast & track sales trends analyzing Collected data.
- Perform sales Calls for Products and perform Pre-sales activities.
- Identify Customer needs and record the same for necessary course of action.
- secure and renew Orders and arrange delivery.
- Complete expense reports,sales reports,or other Paperwork.
- Coordinate with associated departments or sections for appropriation of data and speedy submission of proposal.
- Inform customers of estimated delivery schedules or other information pertaining to purchased products.
- Ensure that delivery schedules meet project deadlines.
- Handle order inquiries including post order fulfillment transactions.
- Preparing Quotations, Interacting with Customers, Updating the Customers on the Product, Preparing Customer Reports, Maintaining Client Relations.
- Provide technical support to the Marketing/Sales Department in terms of references on new as well as existing products.
- Initiate and track orders to completion.
- Coordinate with concerned functionaries for smooth processing of order, maintain delivery schedule and carry out effective dispatch.

### Gujarat Narmada Valley Fertilizers & Chemicals Limited, Bharuch.

Graduate Trainee -Industrial Product Marketing

JANUARY 2021 - JANUARY 2022

- Domestic sales and marketing activities of Aniline, Nitrobenzene & Methanol products with knowledge of the respective processing of plant in conjunction with GNFC's growth plan.
- Responsibilities I handed, including SAP Software activities which include creating Sale orders, Price change, Tanker movement, Contract, Agreements, Customer/Tanker registration, Chemical Analysis report & dispatch activities of the respective chemical plant.
- We are utilizing a consultative and proactive selling approach.
- Analyzing customer needs and market status, understanding market trends, to develop new opportunities to sell industrial products.
- Coordinating with the process department and solving product-related issues.
- Maintaining Dealer Network & resolving any issues related to Sales or Products.
- Execute sales plan, secure long term & short term sales contracts, fulfill sales orders as per contracts, measure and manage customer satisfaction.
- Preparing and proposing annual sales budgets.
- Analyzing the market shares of competitor's manufacturer, traders & importers by maintaining data and analyzing the market shares.
- Assisting in pricing policy and sales policies and also updating them with competitive strategies.
- Preparing various annual contracts with direct valuable Customers for the long-term business relationship and business gains.
- Maintaining Daily Sales Report (DSR) & Daily Sales Realisation report for daily dispatch of Products.
- Maintaining and monitoring of aspects/Hazards, review of management programs, Objectives, targets, and other elements.

## Education

### Government Engineering College, Bharuch

2020

BE Chemical - 7.78 CGPA

### Amity School, Bharuch

2016

HSC - 66.76 %

### Amity School, Bharuch

2014

SSC - 83.16 %

## Skills

Product Management, proactive,Ethical team player ,SAP and Sale distribution, Team Work.  
Sales Management, Marketing Operation.

## Projects

- Aero water Generation using Advanced Technology.

## IT PROFICIENCY

- SAP (Systems, Applications & Products in Data Processing),Exim -Import/ Export,Row software.
- Microsoft Office (Word, Excel, Power Point).

## Co-/EXTRA – CURRICULAR ACTIVITIES

- Executive Member of sport Committee in Government Engineering College, Bharuch.
- Community services as a part of “SWACHHA BHARAT ABHIYAN” (One week).
- Student Startup and Innovation Policy cell. (SSIP) (Two days workshop).

- Actively participated in Tech-fest events of various Colleges.
- Actively participated in various sports activities for Inter School and Colleg

---

## DECLARATION

I do hereby declare that the above information is true to the best of my knowledge.