

Gaurav S. Mistry

B.E. Mechanical

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Executive level assignments in sales & marketing management activities with Industries. Looking forward for challenging and enriching role in the field of sales and strengthen the overall organizational performance that drives towards profits.

Career Summary / Synopsis

- Experienced in sales industry as a sales executive with 1 plus years of continues career progression accompanied by key accomplishments in competitive industries.
- Working as a field engineer in factory act consulting firm with 6 plus years of experience. Total experience is 6 plus years.
- Expertise in handling multiple industries for different products and services.
- Good knowledge in the technical aspects.
- Good negotiating and coordinating skills that helps in meeting the targets and deadlines.

Academia

Bachelors of Engineering in Mechanical Engineering from Sigma engineering College, Matar, Bharuch (GTU)
Duration- Sep 2014 to May 2017.

Diploma in Mechanical Engineering from Shri. K.J. Polytechnic, Bharuch (GTU)
Duration- Aug 2011 to July 2014.

S.S.C (10th) in Gujarati from The Progressive High School, Bharuch – 2011 (G.S.E.B).

Employment Recital

CURRENT EMPLOYER

- ✓ **18th Nov 2024 to Present with Luthra Group (Recycling Solutions Pvt. Limited. as an Executive Customer Development).**

Recycling Solutions Pvt Ltd is a pre-processing facility for producing Alternate Fuel Resource from Hazardous Waste for use in co-processing. Recycling Solutions Pvt. Ltd (RSPL) is an inter alia engaged in the business activities of development, operation and maintenance of Infrastructure Project for Hazardous Waste Management..

Key Deliverables:

- Generate enquiry & customer development in the area of Dahej-Bharuch.
- Follow up till closing of an enquiry at best..
- Co-Ordination with the Production department, supply chain.
- Planning for new customers' area wise.
- Preparation of Monthly Reports, Presentation.

LAST EMPLOYER

- ✓ **3rd Oct 2023 to 5th July 2024 with Makita Power Tools India Pvt Ltd. as a Sales Engineer.**

Makita is manufacturer of high quality power tools having manufacturing facilities across the globe like U.K. Thailand, China, & Its headquarters in Japan.

Responsibilities:

- Looking after sales in the area of Vadodara, Bharuch & Ankleshwar, Gujarat.
- Focusing on end user with dealer network in Vadodara, Bharuch,& Ankleshwar, Gujarat.
- Responsible for achieving sales targets.
- Preparation of Monthly Reports, Presentation.

PREVIOUS EMPLOYERS

- 1) Nov 2019 to September 2023 working with Technodraft Technical Services Pvt Ltd.– Ankleshwar as a Field Engineer.
- 2) Dec 2017 to Nov 2019 working with Adroit Cosnultants–Bharuch as Trainee Engineer.

Technodraft Technical Services Pvt Ltd. & Adroit Consultats are both a Consulting Firms. They are Legal Service providers as per Factory Act rules (GUJARAT) for gaining Factory License.

Key Deliverables:

- Preparation of factory layout plan as per and The Factories Act 1948 and The Factories Rule (Amendment 1995).
- Third Party Inspection (EOT crane, HOT crane, Boom lift, Hydra crane, Crawler crane, etc).
- Third Party Inspection (Vessels, Reactors, Air Compressor, Sand Blasting Hopper, Air Receiver etc).
- Team member of safety audit as per IS 14489 and Gujarat factory rules 68J.

IT Skills

- Well versed with MS Office like Basics.
- Knowledge of AutoCad Basic.

Personal Dossier

Permanent Address: C/19, ParthNagar Society, Bholav, Bharuch. Gujarat- 392015.

Date of Birth: 29th November 1995.

Language Known: Gujarati, Hindi, Marathi, English.

Reference

NAME : **Mr. Shubham Sarvaiya**

DESIGNATION : Ass. Manager Sales

COMPANY : Chemey Mechatronics LLp

PLACE : Ahmedabad

MOB NO : +91 9726533733

Mr. Niket Patel

Sr. Mechanical Engineer

ONGC Petro additions Limited India (OPAL)

Dahej-Bharuch

+91 9925231227

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