

ASHISH R. MAHETA

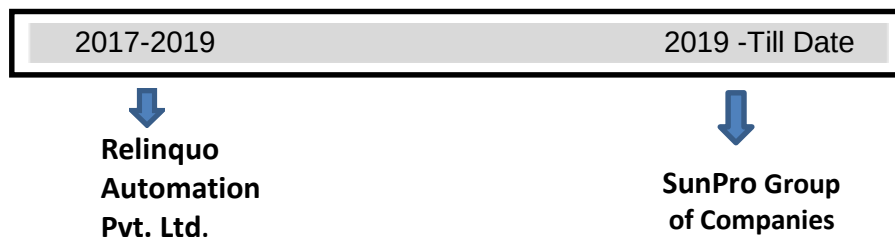
DOB: 10 October 1995 | + (91)7383520082 | ashishmaheta1995@gmail.com |
Ahmedabad, India

A leader managing Profit Centre Operations, Sales, Purchase Strategy Planning, Business Development & Relationship Management with an organization of repute.

PROFESSIONAL SYNOPSIS

An astute professional with more than 5 years of experience in Business Sales & Marketing, Operations, Purchase, Import/Export Strategy Planning, Business Development, Distribution Management as well as Relationship Management with additional core experience in electrical Programming, Maintenance commissioning in Thermal Insulation & Printing & Packaging Industry. Exceptional skills in relationship management with abilities to lead large, diverse and cross functional teams.

CAREER TIMELINE



CAREER CONSPECTUS

Nov 2019 – Till Date “SunPro Group of Companies” (www.sunprogroup.net)

Designation: HEAD OF GROWTH

(Sales & Marketing, Purchase, Export/Import, Operation & Production, Electrical engineer)

In my present assignment I am engaged with (i) Printing Packaging & Heat Insulation Division of the Organization Heading FOR All domestic & Export sales & all marketing activities And (II) Head of all plants on Electrical side maintenance, troubleshooting, commissioning New machinery planning's and (III) Handling all Purchase and import /export activities with additional of Plant Operations Located at Ahmedabad.

Key Responsibilities Areas –

- Managing Business Operations in All over INDIA & Export for all Division for entire range of products and new products developments as per customers' demands as well.
- Managing Plant Operations located at Ahmedabad as Profit Centre Head.
- Constantly adding value to the existing Product line by developing new concepts/applications/solutions in order to maintain the competitive edge.
- Overseas Business visits Dubai, Abu Dhabi, Sharjah & Ajman, Nigeria, Bangladesh.
- Driving aggressive Business Growth across all Operations and New Product Launch.
- Handling Purchase, Business development and new Product development also working for Import/ export with LC, TT terms and documentation.

- Having a great experience and workings with a Paper, Al. foil, PET, BOPP all **Flexible Packaging industries** in extrusion Coating, solvent less & Base, Hot melt and as well as Paper Industries from last 4 years.
- Have a Great experience of **Heat Insulation Industries** Products like Radiant Barriers, Air bubble insulation, XLPE& EPE Foam Insulation, PUR/PIR Boards, Rockwool Insulation, Mylar foil, FSK, Foil laminates etc. for Under Roof Insulation, Attic insulation, HVAC insulation and Upper deck insulation and Pharmaceutical Packaging.
- Also have a great experience as electrical engineer and working for commissioning and troubleshooting of breakdown as have an experienced in Printing, coating, Lamination machineries.

Key Achievements –

- Exceeding annual sales targets for past 4 years. responsible for a total business portfolio of Rs 250 million per annum.
- New corporate Brands developed were K-FLEX Gulf, Murugappa Group, HIRA, Armacell, Kinspan Jindal India, Kingspan Dubai, PermaPipe, Torgy mek India, Supreme industries, Primus Gloves, Vijay Latex, Brentwood Industries and developed more than 50 Reputed Groups from USA, Europe, Gulf and Africa region.

July 2017 – Oct 2019 “Relinquo Automation Pvt. Ltd.” (www.relinquoautomation.com)

Designation: Sales & Service Engineer

A wholly owned subsidiary of A/S Lenze, Pune, Manufacturer of Industrial Control Panels of Printing, Pharma & Packaging Industries machinery with manufacturing facility at Ahmedabad.

Key Responsibility Includes –

- Managing Business Operations.
- Developing & managing new Vendors.
- Commissioning's and Trials with PLC, DRIVES, HMI Programming on sites.
- LENZE, Siemens, Fuji, Mitsubishi PLC Programming experience on hand.
- Overseas Visits Bangladesh, Nigeria.
- Team Management.
- Overseas Machinery installing with wiring and Programming at customers Sites.
- Defining Sales & pricing strategy to achieve growth with desired OPM.

ACADEMIC CREDENTIALS

- Post Graduate Bachelors of Engineering in Electrical Engineering with **8.65 CGPA** with **G.T.U. Rank 378** from 2013-2017.
 - Industrial Automation Training Course Completed for Duration 6 Months.
- H.S.C.B with 79% in Science PCM Stream from 2011-2013.
- S.S.C.B with 89% from 2010-2011.
 - **DECLARATION**

I hereby declare that all information given by me is true to best of my knowledge.

PLACE:

DATE:

SIGNATURE:

(ASHISH MAHETA)