



Ramachandra Nagesh Kamat
Ajman UAE
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EXPERIENCE

04-10-2020 - Till Now

Rubber Manufacuring Industry UAE

Purchase And Sales Executive

- *Reporting directly to the Senior Buyer, assist with vendor selection and bid evaluations.
- *Process all purchase orders
- *Assist the Buyer on special projects focused on cost reduction initiatives and process improvement.
- *Contact suppliers to resolve missed deliveries, short shipments and pricing discrepancies.
- *Builds business by identifying and selling prospects; maintaining relationships with clients.
- *Identifies business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- *Sells products by establishing contact and developing relationships with prospects;
- *Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities
- *Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.
- *Prepares reports by collecting, analyzing, and summarizing information.
- *Maintains quality service by establishing and enforcing organization standards.
- *Maintains professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.
- Hit sales targets
- Identify prospective customers and market area and grow overall sales and profitability of the company
- Presentation of product portfolio during customer calls, seminars, fairs, conferences.
- Follow ups of all existing enquiries
- Negotiate the offers and close the deals.
- Keep regular update of raw materials status(in and out).
- Monitor competitive activity and report significant developments to management.
- Work in close coordination with our company higher management
- Identify opportunities to grow through tradeshow, expos and

01/03/2018 - 30/09/2020

Tusker Transport India

Sales Executive

- *Experience in domestic transportation management
- *Ability to take care of the customers' needs while following company procedures
- *Ability to be internally inspired to perform a task to the best of one's ability using his or her own drive or initiative
- *Plan and schedule fleet pickups at vendor locations
- *Prepares and retains process documentation and reports pertaining to inventory and warehouse Completes long-term technology and business strategy planning with the customer

01/03/2012 - 30/09/2020

Health ,Life And General Insurance India

Advisor

- *Marketing insurance products to new and existing clients
- *Providing insurance and financial services to individuals, families and businesses
- *Telling customers about their options.
- *Collecting and analyzing complex insurance quotes, comparing them and then finding the cheapest quote.
- *Responding to customer inquiries and requests regarding insurance products.
- *Attending networking events, sales conferences.
- *Developing profitable relationships with existing and new customers.
- *Attending all sales meetings and sales strategy sessions.

- *Quoting insurance rates.
- *Gathering accurate and complete marketplace intelligence.
- *Fielding inbound and outbound calls.
- *Accurately completing new insurance applications.
- *Following up any sales related enquiries.

1/05/2006 - 11/02/2012

Assistant Purchase Manager

Gulf Fencing Industry UAE

- *Receive & compile purchase requisition with complete specifications from production/store with minimum and maximum stock level report of required material.
- *Check for approval of related work's Manager, Project Manager and Estimator
- *Send the enquiries to Suppliers for Quotations / Prices.
- *Make the comparison sheet to compare the prices of the suppliers.
- *Negotiate with the suppliers for required Quality, Quantity, Material Availability, Price, Payment Terms and Delivery Schedule of the materials.
- *Issue PO's for purchase once approved manager
- *Provide complete information to the Accounts Department to prepare payments.
- *Co-ordinate between Accounts Department & Supplier for payments.
- *Arrange for on-time collection and delivery for local procurements
- *Reporting to Purchasing Manager and assisting him with daily routine inventory duties or any general office functions, including entering all orders and faxing / mailing purchase orders to different vendors

EDUCATION

- **Karnataka University**
2005_06
Bachelor Of Commerce

SKILLS

- Computer Knowledge

LANGUAGE

- English
- Hindi
- Kannada
- Marathi
- Konkani

DRIVING LICENCE

- Valid UAE Driving Licence

PERSONAL DETAILS

- DOB - 14/07/1984
Marital Status- Single
Nationality - Indian
Passport No - T5789742



RAMACHANDRA NAGESH KAMAT