

NISCHAY DEVANGKUMAR PAREKH
New Maruti Park, Street no.3,B/H Big bazar
Rajkot.

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Career Objective

To achieve high carrier growth through a continuous learning process and keep myself dynamic, visionary and competitive with the changing scenario of the world. Seeking a challenging position as a good professional to utilize my knowledge in a renowned organization.

Personal Skills

- Ability to learn new technologies & adapt to new surroundings abruptly.
- Ability to work under pressure and meet deadline.
- Punctuality & dedication towards work.
- Creativity & imaginative power.
- Productive working relationships with clients and staff.
- Believe in teamwork.

Computer Skills

- Operating Systems: Windows 95, 98, 08, 10 and XP
- Languages: C, Matlab and Arduino.
- Tools: MS Office, MS Visual Studio.

Educational Qualifications

- Bachelor of Technology (Electronics & Communication), From CHARUSAT University with an aggregate of 86.9% %, 2016.
- HSC from Gujarat Board with 66.15%, 2012
- SSC from Gujarat Board with 86.46%, 2010

Academic Project

Project : Fire Safety Alarm System

Language used: Arduino

Project Description: The purpose of developing this project is to turn on the alarm and to display message when there is fire near the system.

Career Record

01-June-2016 to Till Date working with HAVELLS INDIA LTD., as a Sales Engineer, Rajkot

- ≈ Joined Havells as a Trainee on June 2016. Last 2 year is rewarding with Havells. On 1st year promoted as Sales Executive April 2017. Last Year promoted as Sr. Sales Executive on April 2018.
- ≈ Primary role is to manage sales of WIRE product for entire saurashtra region.
- ≈ Manage the channel of distributors, dealers and retailers to promote company products in the Saurashtra Region.

- ≈ Achieving sales targets in terms of value and revenue by focusing the network with high penetration level.
- ≈ Identified and analysed client goals and developed marketing strategies to achieve Target.
- ≈ Handling retailer, OEM for increasing market presence and targeting business.
- ≈ Responsible for data penetration in the assigned territory.
- ≈ Responsible for customer Query, Request & Complaint.
- ≈ Provide strategic inputs regarding competitor's material movement, Schemes and Marketing Campaigns in assigned territory.

AREAS OF EXPERTISE

- Monitoring channel sales and marketing activities, implementing effective strategies to maximize sales and accomplishment of revenue and collection target.
- Forecasting demand and identifying stocks based on market needs to ensure optimum availability of products across region.
- Planning and implementing the strategies to satisfy direct and indirect customers.-Ability to adopt and learn new technologies
- Implementing sales promotional activities as per the company norms, ensuring increment of sales in terms of volume and value.
- Analyzing the market trends and competition for providing valuable inputs for product enhancement.

INTERESTS

- Playing & watching cricket.
- Travelling.

PERSONAL DETAILS

Name : Nischay Parekh
Father's Name : Mr. D.I.Parekh
Date of Birth : 26/01/1995
Marital Status : Unmarried

Date:

Place:

(Nischay Parekh)