

Tushar Krishnarao Dhamal

502 Palaash Rhythm, Udyog nagar,
Chinchwad, Pune, 411033
Dist. - Pune, State - Maharashtra

Contact:-

Mobile: 092849 14934

Email : tushar.dhamal85@gmail.com

Career Objective

To secure a challenging position that offers the opportunity to explore my knowledge and professional skills in the area of marketing for organizational benefits and resultant personal growth.

Profile Summary

Post graduate in Management with specialization in **Marketing** and More than **14 years** experience in,

- | | | |
|--------------------------|----------------------------|------------------------------------|
| ~ Business Development | ~ Team Management | ~ Customer Relationship Management |
| ~ MIS | ~ Market Research | ~ Key Account Management |
| ~ Operation Management | ~ Competitive Intelligence | ~ Government Tender Process |
| ~ Agro input retail sale | ~ Farm visits. | ~ Respond to complaints |

Work Experience

➤ **Currently working as an Agriculture consultant & Manager at Sahyadri Agro in Khandala, Satara. (From January 2021)**

- ☐ Manage purchases of agriculture inputs as per requirement.
- ☐ Manage Expenses of the agriculture Shop as per requirement.
- ☐ Manage inward and outward stocks of the agriculture Shop.
- ☐ Farmer visits & provides consultation for different crops.
- ☐ Manage all accounting of the retail counter.

➤ **Osho Group, Mumbai as a Manager- Sales & Marketing
June'2015 to November' 2020**

Web site: <http://www.oshovenergy.com>

Company profile: - Importer of US-origin coal and supplying to industries like cement, textile, etc. and Traders from the north India region.

➤ **Bhatia Group, Mumbai as Assistant Manager-Marketing
Duration: - December'2009 to May'15**

Web site: <http://www.bhatiacoalindia.com>

Company profile: - Importing Indonesian coal and supplying it to private industries, traders, and public Sector units.

Key Responsibilities: -

- ☐ **Marketing:** - To identify potential clients, Traders & End coal users for securing new business, and give offers to inquiries of various industries for the supply of coal.
- ☐ **Business Development:** - Follow-up of quotations sent and conversion to orders. Preparation Sale-Purchase agreements with coordination with industries & traders.
- ☐ **Relationship Management:** -Coordinating with traders, sub-traders, existing customers & end users to maintain good professional relations with them. Maintain a high degree of

customer satisfaction through quality service & a personal touch with decision-makers & timely execution of orders. Handle and resolve customer complaints.

- **Post-sales Activities:** - Preparing sales orders & delivery orders as per agreed terms mentioned in final confirmation & purchase order received from the buyer.
- **Operations:** - Coordinating with the operation department for the arrangement of smooth dispatches through road & rake once the purchase order & payment are received from the buyer.
- **Key Account Management:** - Responsible for credit control & timely remittances from the market. Also follow-up for credit/debit note from the customer as per requirement.
- **Competitor's analysis:** - Analysis of latest marketing trends and tracking competitor's activity & provides valuable inputs to increase sales, initiating market development efforts.
- **MIS:** - To maintain MIS on a daily, weekly, monthly, quarterly & yearly basis.
- **Government Tender Process:** - Close watch on new tenders published by government offices & preparing their summary. Coordination with operations and import departments in the execution of contracts with a government organization.

Achievements

- Part of a team that worked for the successful completion of the contract for the supply of 28.30 lakhs MT of Indonesian coal to Maharashtra State Power Generation Company (MAHAGENCO) in FY 2010-2011 with the realization of payments on a timely basis.
- Successfully handle major clients in Cement manufacturers, Textiles, Milk processing, Paper Mills, Rolling Mills, and Power Generation Industries.
- Part of the team which organized successfully customer and trader meetings in Punjab meetings in 2015 & 2016, helping to increase sales and revenue collection as compared to previous years.
- Part of a team that works in a Business promotion scheme launched to increase sales in FY 2015-16.
- Part of the team which completed dispatches of more than 30 lakhs MT of USA-origin from 2015 to 2020.

Educational Qualification

- **Post Graduate in Business Management with Marketing** Specialization from Mumbai University in the year 2009.
- **B.Sc.** (Specialization in Agricultural Science) From BSKKV, Dapoli in Year -2007.

Computer Skills:

Computer Course - MS-CIT, Basic computer course
Well-versed with MS Office,
Windows XP and Vista.

Summary of Skills:

- Ability to work in a team because teamwork is key to success.
- Self-motivated and like to take initiative at work.
- Ability to work calmly in a pressure-based environment and not let it affect my performance negatively.

Personal Details

- Date of Birth : 11 November 1985
- Name of Father : Krishnarao Sopan Dhamal
- Marital status : Married
- Languages Known : English Marathi and Hindi
- Hobbies : Travelling, Playing Cricket

Declaration

I hereby declare that the particulars furnished above are true, complete, and correct to the best of my knowledge.

Place: - Chinchwad

Tushar Krishnarao Dhamal