

Curriculum Vitae

Durvesh Sudhir Tawade

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Sewri, Mumbai- 400015.



PROFESSIONAL PROFILE

Pro-active and result oriented Sales & Marketing professional, with more than 8 years of Global experience in Huge varieties of Lifting, Marine & Offshore Equipment's, with a Sound Knowledge of Synthetic Rope Products. Focused with a comprehensive knowledge and understanding of marketing management and understanding customer requirements.

CORE COMPETENCIES

- Proven ability in Sales Department.
- Well-disciplined and efficient multi-tasker.
- Deadline sensitive person.
- Ability to work independently.
- Detailed oriented with exceptionally strong analytical skills.
- Good management skills, having ability to lead associates.
- Sound knowledge of manufacturing business and process flow.

PROFESSIONAL EDUCATION

S.Y.BCOM APPEARED 2012

Dr. Ambedkar College of Commerce & Economics
Mumbai, Maharashtra, India

HSC 2009

Mumbai University

SSC 2007

Maharashtra Board.

EMPLOYMENT HISTORY

July 2017 to till date	Dutest Industrial Est. as a Internal Sales Executive. (Dubai)
March 2016 to May. 2017	Gulf Rope & Plastic Products Co LLC as a Sales Coordinator. (Sharjah)
February 2014 to January 2016	Tufropes Private Limited. As a Sales Coordinator. (Mumbai)

Dutest Industrial Est. , A Bin Dasmal Group Company- Dubai, UAE as a Internal Sales Executive. (July 2017 to till date)

Key Responsibilities:

- Challenging any objections with a view to getting the customer to buy.
- Dealing in local & overseas customer from Middle East & Azerbaijan.
- Creating detailed proposal documents, often as part of a formal bidding process which is largely dictated by the prospective customer;
- Liaising with suppliers to check the progress of existing orders;
- Checking the quantities of goods on display and in stock;
- Recording sales and order information and sending copies to the sales office, or entering figures into a computer system;
- Reviewing my own sales performance, aiming to meet or exceed targets;
- Gaining a clear understanding of customers' businesses and requirements;
- Making accurate, rapid cost calculations and providing customers with quotations;

Gulf Rope & Plastic Products Co. LLC - Sharjah as a Sales Coordinator. (March 2016 – May 2017)

Key Responsibilities:

- Maintaining and developing relationships with existing customers in person and via telephone calls and emails
- Identifying business opportunities by identifying prospects and evaluating their position in the industry; researching and analyzing sales options.
- Selling products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintaining relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Identifying product improvements or new products by remaining current on industry trends, market activities, and competitors.

Tufropes Pvt. Ltd. - Mumbai as a Sales Coordinator (February 2014 – January 2016)

Key Responsibilities:

- To process with the Sales Quotation for Overseas Client Approval
- Processing of Sales Order, once the quotation gets approved, for production of materials
- Co-ordinate with the Factory for the readiness of materials
- Processing of Invoice & Packing List once the materials are ready for Dispatch

PROFESSIONAL ACHIEVEMENTS & ADVANCEMENTS:

- Participated in many Quiz Competitions held at school level.
- Participated in various Sports Events held at School Level.

- Took Active part in NSS Unit at College Level,
- Participated in Pulse Polio forum undertaken by MCGM through NSS
- Interest in all kind of Sports including Cricket, Football, Volleyball, Carrom, Chess, Table Tennis, Snooker etc.

PERSONAL INFORMATION

Full name	:	Durvesh Sudhir Tawade
D.O.B.	:	14th January 1992.
Gender	:	Male
Marital Status	:	Married
Nationality	:	INDIAN
Passport No.	:	Z3493008
Passport Exp.	:	09/12/2025.
Languages	:	English, Hindi, Marathi