



Mr. PANKAJ DEVIDAS THORAT

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CONTACT

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🏠: Akash Appt-1, Flat.No.7, Near
Kamal Nagar, Kamatwade,
Nashik-422008.

SKILLS

- Business Development
- Sales & Marketing Management
- Financial Management
- Operation Management
- Human Resources
- Customer Relationship Management
- Regulatory Compliance
- Strategic Planning
- Vendor Management
- Continues Learning
- Team leadership & Management
- Market Research & analysis
- Problem Solving & Decision Making abilities

STRENGTH

- Hardworking & Dedication to work
- Good learner
- Good communication skill
- Self-motivated & Positive attitude
- Leadership Skill
- Problem Solving
- Team Work

OBJECTIVE:

I am seeking a challenging role that allows me to utilize my entrepreneurial skill and expertise to drive business growth and exceed organizational Goals.

SUMMARY:

Highly Skilled Business Owner with **09 Years** of Experience in **Commercial Cleaning Services Provider & household Cleaning Product Trading**, Also I have Experience in the Business of Manufacturing **Plastic Pet Bottles & Plastic Jar**. Strong background in Strategic Planning, Operation Management, Sales and Marketing, Financial Analysis, Proficient in identifying Market trends, Implementing effective business strategies. Excellent interpersonal and communication skill with a demonstrated ability to forge strategic partnerships and maintain client Relationships
I Have **2 Year** Experience as an **HR Executive** in **LEAR AUTOMOTIVE INDIA PVT. LTD** Ambad MIDC, is Multinational Company. Also has **4 Year** Experience as an Employee in **MAHINDRA & MAHINDRA LTD**, an Automobile Company.

PROFESSIONAL WORK EXPERIENCE:

1. 2019-2023 - Business Owners (SP FACILITER - COMMERCIAL CLEANING SERVICE)

- Lead all Aspects Of business Operations, including strategic planning, budgeting, sales & marketing.
- Sales Work Experience would involve various responsibilities related to Lead Generation, Prospecting & Cold Calling, and Consultative Selling.
- Proposal Development and Presentation, Contract Negotiation
- Customer Relationship Management
- Upselling and Cross-Selling, Networking and Partnership.
- Industry Knowledge & Market Trends
- Sales tracking & Reporting.
- Marketing Work Experience in Commercial Cleaning Business involves developing & implementing Strategies to attract & retain clients.
- Market Research, Branding & Positioning, website Development, Optimizing the website for search engines (SEO) to improve visibility and organic traffic.
- Online Marketing Implementing digital marketing strategies, Offline marketing materials such as brochures, flyers, business cards and direct mail campaigns.

A Commercial Cleaning Business is involved in Domestic & Industrial Cleaning Chemical as well as trading of Cleaning Products & Materials.

- I have extensive knowledge of different types of Domestic & Industrial Cleaning Chemicals, their Compositions, uses and effectiveness for various cleaning purposes. This includes understanding the chemical properties, safety precautions, and appropriate applications.
- Also I have work experience in Sales & Marketing, Material Supply Management, Supplier & Distributors Order Management, Financial Management, Inventory management, Regulatory Compliance & Operational Efficiency.

AREAS OF INTERESTS:

- Sales & Marketing
- Business Development

PERSONAL INFORMATION

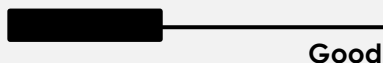
DATE OF BIRTH: 13/10/1986

MARITAL STATUS: MARRIED

NATIONALITY: INDIAN

LANGUAGES:

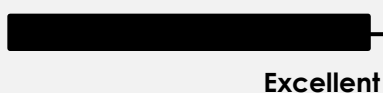
ENGLISH



HINDI



MARATHI



MS OFFICE:

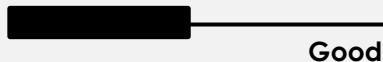
MS WORD



MS EXCEL



MS POWERPOINT



HOBBIES

Listening Music, Playing Cricket,
Drawing,

- I have also managing A **CRM (Customer Relation Management)** System for customer interaction, tracking leads, and streamlining business processes.
- Work Experience in CRM Lead Management, Customer Communication, Contract & Account Management & Reporting and Analytics.

2. 2014-2018 - Business Owners (AMIGO INDUSTRY- PLASTIC PET BOTTLES & PET JAR MANUFACTURING)

- I have experience running Plastic Pet Bottles & Pet Jar manufacturing business, Involves several key areas of Sales & Marketing Management, Operation process, Technical & Administration Work.
- I have work in business development in sales & marketing Plastic Bottles business, determine & identifying target market, Lead generation, Prospecting Customer Requirement, Pricing, Cost negotiation, Order Fulfillment and Follow-up, building customer relationships.
- Conduct Market Research to understand the demand, competition & trends in marketing Management, Development Product positioning & branding, marketing channels, lead generation & Nurturing, analytics & evaluation.
- I have Effective work Experience in Operation management, effective management manufacturing Process, maintaining supply chain, I have also involves equipment & Maintenance, Quality Control & Raw materials Purchasing, Vendor Management.
- Also I have Experience Administration & Accounting Experience, Financial management, Bookkeeping & Record-keeping, Payrolls & Regulatory Compliance.

3. 2012-2014 – HR Executive (LEAR AUTOMOTIVE INDIA PVT. LTD. Plot No. B-86, Ambad MIDC, Nashik-422010)

- As an HR Executive, our job responsibilities typically revolve around managing various aspects of human resources & IR department within an Organization.
- Manpower Planning- Ensuring smooth supply of manpower.
- Recruitment & selection of EPP/YIT/APP, Employee Onboarding
- Training and Development Better employee relation through counseling and informal talk.
- Wages & salary Administration of EPP, YIT & APP
- Time office functions, HR Administration.
- Contract Labour Management
- Statutory compliance: **PF, ESIC, MWF** preparing all Statutory Compliance labour data Filling & Sumbition

4. 2006-2009 – Worker (MAHINDRA AND MAHINDRA LTD 89, PLANT-1, SATPUR, NASHIK.7)

- I have as a Worker, in TCF Department Engine assembly Line assembled engines according to established manufacturing procedure and quality standards.
- Operated and maintained various tools, equipment, and machinery involved in the engine assembly process.
- Conducted regular quality checks to ensure that engines met specifications and identified and addressed any defects or issues.
- Manufacturing & Assembly process Of Scorpio, Xylo & Verito (Logan Car), Bolero Vehicles.

EDUCATIONAL QUALIFICATIONS:

- **Master in Personal Management, MBA-HR (2011-12):** Pune University, M.V.P's, Institute of Management Research & Technology, Nashik
- Passed with Higher Second Class (55.00%).
- **D.L.I&L.W (2011-12):** Pune University, Narhar Balwant Thakur Law College, Nashik.
- Passed with Second Class (50.06%).
- **B.Com (2009-10):** Pune University, K T H M College, Gangapur Road Nashik-2.
- Passed with Pass Class (46.00%).

CERTIFICATION:

- Registered “**Welfare Officer**” Under Maharashtra Factories Rules 1963, Registration Number - **DISH/94-S/T-048**.

ACHIVEMENT & AWARDS:

- Won **2nd** Prize Inter Management Institutions Competition, From “**AHOY-2012**” In Ad-Mad Show.
- Won **3rd** Prize in College “**Entrepreneurship Competition-2012**”
- Participation in Body Building competition District Level Won **3rd** Prize.

I hereby undertake that above information is true and valid to the best of my knowledge.

DATE:

PLACE: NASHIK

Mr. PANKAJ DEVIDAS THORAT