
VAIBHAV N SALVI

VICE PRESIDENT

SALES & MARKETING

Get Connected

   Vaibhav Salvi

VICE PRESIDENT - SALES & MARKETING

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VICE PRESIDENT - SALES & MARKETING

Dynamic, change-oriented executive offering progressive growth to Vice President roles. Consistently able to achieve noteworthy results in an ever-developing business environment. Proven track record in Marketing/Sales, Customer Relations, General Management. Self-motivated team leader who works well independently. Motivate and empower others to attain goals and surpass corporate/division objectives.

Proactive & dedicated to work with 18+ years of experience in developing marketing strategies. Expertise in Getting breakthrough in New Market, Sales Planning & Co-ordination with customers and team.



CONTACT

DOB:

4th December, 1978

PASSPORT NO.:

Z5667504 (Date of Expiry: - 04-09-2029)

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ADDRESS:

Unnathi Woods, A1-103, Phase1, Anand Nagar, Opp. Saraswati Vidyalaya, Ghodbunder Road, Thane (W) - 400 615, Maharashtra, INDIA.

EDUCATION

Diploma In Industrial Electronics

Shreeram Polytechnic, Airoli, Navi-Mumbai, Maharashtra, INDIA.

HSC / SSC

Maharashtra Board

STRENGTHS

- Ability of coordinating several tasks at a time and excellent decision-making skills, active listening skills, diffused several critical situations of customers with tact and ease.
- Inter department co-ordination to ensure on time delivery.
- Work with dedication without considering the omni present clock.
- Deliver output under pressure.
- Actively opened a new market / country to establish presence of company with good orders.
- Ability to develop and implement both sales strategies and rate structures
- Experience guiding, directing and motivating subordinates, including setting performance standards and monitoring performance

WORK EXPERIENCE

ACCUPACK ENGINEERING PVT.LTD, Navi Mumbai

COMPANY PROFIL.:

Asia's biggest change part manufacturing company making change parts for various types of blister packing & cartoning machines & having its own high speed blister packing & cartoning machines.

CURRENT POSITION:

Vice President (Sales & Marketing - International Business)

August 2006 to Till Date

JOB PROFILE:

Handling international market (Algeria, Oman, Dubai, Jordan, Egypt, Syria, Nigeria, France, Kenya, Malaysia & Iraq) for marketing & sales of machines & change parts.

- Involved in end-to-end process from handling enquiry to dispatch and payment collection.
- Promotional activities like exhibitions.

POSITIONS HANDLED:

- Joined as a service manager to handle team of 10+ service engineers & to reduce service call by providing timely & accurate services to customers also generated revenue in spares.
- Looked after entire domestic markets, as a manager - sales for product range of blister & carton format parts for 3 years.
- Entered into international market independently as manager-exports for marketing & sales of blister & carton format parts along with blister machines.
- Develops and executes sales strategies which result in exceeding revenue targets in International Market.
- Identify new areas of commercial growth for the existing products and make recommendations for future product development.
- Work closely with the product and technical teams (field and in-house) to address customer inquiries and product evaluations.
- **Developed more than 10 countries in very less time span & generate YOY repeat orders.**

PARLE GLOBAL TECHNOLOGIES, Vasai

COMPANY PROFIL.:

Manufacturer of cartoning machine & trader of hoong-a (korea) (blister packing) machines.

CURRENT POSITION:

Senior Engineer - Packaging

February 2005 - August 2006

JOB PROFILE:

Involved in the preliminary / basic design engineering, planning & scheduling, review of drawings, technical evaluation of bids for various mechanical equipments ensuring that all requirements are complying with the engineering specifications. From vendor in addition to the stipulated requirements as per indian standards and interaction with other disciplines.

- Planning and scheduling for the manufacturing of machines.
- Evaluating and implementing the progress plan scheduled as per delivery schedule.

- Established progress reporting system for project review progress trend, identify critical activities and report areas of concern, prepare delay analysis and project status report to the management.
- Arranged the weekly minutes of meeting, representing the planning and scheduling dept.
- Inspection of various milestone activities as regard to specification compliance & procedures.
- Planning and estimating the resources required for the project like materials, manpower and equipments.
- Planning, scheduling, interface coordination, purchase requisition, cost-control, sub-contract coordination, budgeting, estimation and mechanical work progress.
- Monitor the project progress according to the planned schedule and implement necessary steps in case of delay occurring the various areas at site.
- Responsible for the complete machine or change part installation & commissioning. Clearing of GRN.
- Cost estimation, preparation of work orders request and finalizing with contractors for machine control panel.
- Handled independently, planning, production, assembly of machines, machine inspection, installation & commissioning.

PRECISION GEARS LTD,
(Subsidiary of IMA, SPA, Italy), Navi Mumbai

COMPANY PROFIL.:

India's biggest pharmaceutical machine manufacturer who makes blister machines and cartooning machines.

CURRENT POSITION:

Engineer - Customer Support
March 2002 to Jan 2005

JOB PROFILE:

Involved in Installation, commissioning & servicing of blister packing machine like TR-100, TR-102, Clinipac & cartooning machine like IC-150, IC-150C.

DECLARATION

I hereby informed that the information given above is true to the best of my knowledge.

VAIBHAV N SALVI

DATE:

/ /

THANK YOU!