

## **BIO - DATA**

### **VINAY KUMAR PAGARE**

32/A, Harsiddha Vatika Society, Refinery Road,  
Gorwa, Vadodara – 390016. Gujarat. India

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### **Objective:**

Aspiring to associate with a highly ethical and growth oriented company where I can implement my vast years of hard core work experience in the field of Marketing & Management for corporate benefits and mutual growth.

### **Educational Qualification:**

- 1) Bachelor of Science from Saugar University (M.P.) in the year 1978 with Physics, Chemistry and Maths as principal subjects.
- 2) Masters of Science (M.Sc.) from Saugar University (M.P.) in the year 1980 with Physics, Electronics and Radio Physics as principal subjects.
- 3) Post Graduate Diploma in Industrial Management (PGDIM) from Roorkee University (U.P.) in the year 1981 with Marketing Management as principal subject.

### **Professional Experience: (Total 38 Years and 6 Months)**

#### **1) From 01-07-2018 to 30/08/2020 (2 Years 1 Months)**

Working with M/s **P.Met High Tech Company Pvt. Ltd. Baroda as GM Marketing** and currently handling overall business development activities for the company for Dye Penetration Testing chemicals PAN India. Responsible for establishing and sustaining channel partners and developing new End Users & dealer networks across India (More than 80 Nos.). Also involved in high level decision making and structuring strategies for company's growth.

#### **2) From 01-04-2016 to 30-06-18 (2 Yrs 2 Months)**

Worked with M/s. **MR CHEMIE India Pvt. Ltd., Secunderabad as Regional Head-Marketing (Gujarat) based at Baroda** and have sold dye penetrant testing chemicals to direct industrial customers like L&T Hazira, GE Alstom, Alstom-Bharat Forge, ISGEC, NTPC, NPCIL & many other heavy engineering industries. Managing all sales & marketing activities and located in different zones of the assigned region such as developing new dealer network and customer base besides maintaining existing customers. Achieving targeted sales & collections and providing after sales services.

#### **2) From 01-04-2012 to 28-02-2016 (3 Yrs 11 Months)**

Worked with M/s **P.Met High Tech Company Pvt. Ltd. Baroda as AGM Marketing** and have sold Dye Penetration Testing Chemicals throughout India. I was responsible for Sales of DPT Chemicals to stockist (75 nos.) and direct industries (100 nos.). Visited customers frequently and was responsible for total Sales turnover of 12 Crores.

**3) From 16-01-2009 to 30/03/2012 (3 Years)**

Worked as a Branch Head (Gujarat) for Mumbai based company **M/S Electronics and Engineering Co. (I) Pvt. Ltd.**, a manufacturer of NDT Testing electronic equipments i.e. Ultrasonic Machine , magnetic particles , Testing Equipments etc and representing Radiography equipments of the world leader – Ms. QSA Global, USA.

Responsible for the total business of Gujarat for Three and half years. Visiting customers, generating inquiries, maintaining after sales services, attending techno commercial discussions, co-coordinating with head office and plant (Vapi). Reporting to MD. Responsible for total 12 Crores business per Annum which has been planned to double in coming year.

**4) From 6-12-2005 to 15-01-2009 (4 Years)**

Worked as a Regional Manager (BARODA) with **M/S United Drilling Tools Ltd. Noida** a manufacturer of survey Winches, Truck mounted Wire Line Winches, GLV and other drilling machinery being used by ONGC - BARODA/ AHMEDABAD/ ANKLESHWAR / MEHSANA. Responsible for generation of enquiries to order finalization of machineries. Responsible for business T/O of 15 crores per annum from Gujarat region. I have also sold products to all the Thermal plants of Gujarat & regularly in touch with Gujarat electricity board.

Attending techno commercial discussions and concluding profitable business in favour of the company in the highly competitive environment.

**5) From 6-1-2001 to 5-12-2005 : (5 years)**

Worked with **M/S Alpha Minerals & Chemicals Thiruvananthapuram** as a Regional Manager (BARODA) a mine owner and manufacturer of China Clay Powder. I was marketing China Clay Powder (Kaolin) to paper/paint and rubber industries of Gujarat and Maharashtra, also to other industrial customers located in different states. I was fully responsible for total business and collection of funds from the market. I have started their business totally independently and made a good base for China Clay Powder (kaolin) in Gujarat state. I have Sold 250 to 300 MT of clay through BARODA residence cum office.

**6) From 6-12-97 to 05-01-2001: (3 years & 1 months)**

Worked with **M/s. Simalin Chemical Industries Ltd., Baroda**, leading manufacturers of **Formaldehyde, Hexamine and Paraformaldehyde, Methanol (GNFC)**, as Sr. Manager (Sales). In charge of all India Marketing network. Handled dealer network management as well as direct Industrial buyers network, Sales Administration, Sales Forecast, Budget and Sales Targets, Distribution and Inventory Control. Controlling Debtors Accounts, Monitoring field staff and branch office. Visiting all India customers very frequently. Responsible for total business turnover of Rs.40 crores.

7) **From 26-7-91 to 29-11-97 (6 years and 4 months)**

Worked with **M/s. Platewel Processes & Chemicals (A division of Shri Dinesh Mills Ltd.)**, Baroda, as Sales Manager. I was marketing **Electroplating Chemicals, Heat Treatment Chemicals** throughout the Country. Established vast dealer network and have developed various new direct customers. Responsible for H.O. activities, organizing daily dispatches, undertaking correspondence, coordination with production/excise,

Deciding price and monitoring field officers activities. Handled 150 dealers on all India basis. Travelled 15 days in a month.

8) **From 17-2-88 to 16-2-91 (3 years)**

Worked with **M/s. Jyoti Limited**, P.O. Chemical Industries, Baroda, as Sr. Sales Officer for 3 years. I have sold Ceramic Products to Railways, BHEL, TELCO, Bajaj Auto and other big industries. Travelled 20 days in a month.

9) **From 2-9-83 to 17-1-88 – 4 years and 5 months**

Worked with **M/s. Chandan Metal Products Pvt. Ltd.**, Gorwa Road, Baroda, 390016, a Second largest manufacturer of Steel Furniture and Security Equipments in India, for 4 years and 5 months as Sales Officer. I have sold Steel Furniture, Lockers, Strong Room Doors, Control Panels (Fabricated) to Banks, Govt./Semi Govt., big industries and dealers. Travelled 15 days in a month.

10) **From 11-6-82 to 31-8-1983 - 1 year 2 months**

Worked with **M/s. Dewas Metal Sections Pvt. Ltd., Dewas (M.P.)** as Sales Officer for 1 year and 2 months. I have sold Metal Sections to Rolling Shutter manufacturers, bus body builders, fabricators and dealers. Travelled 20 days in a month.

**TOTAL EXPERIENCE:**

**36 Years in Marketing Management of Industrial products. Have worked with the following Industries:**

Sr. No.	Field Wise Experience (in Years)	No. of Years
1	Consumer Durables	5 Years
2	Ceramic Industries	3 Years
3	Chemical & Mineral Industries	14 Years
4	Engineering Industries	5 Yeas
5	NDT Products (UT/MPI/DPT/RT)	11 Year
	Total	<b>38 Years</b>

I am giving below details of responsibilities undertaken by me during my Sales Career with above organizations.

(i) Dealer Network management, Institutional buyers network management, Industry Network

management.

(ii) Appointment of Dealers Network on all India basis and identification and development of new customers.

(iii) Sales Administration, Sales Forecast, Budget, Sales Target.

(iv) Product Distribution and Inventory Control.

(v) Sales Administration: Monitoring daily orders booking, its scrutiny and execution, maintaining

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Minimum stock level, total correspondence with the dealers, customers, branches, and resident representatives working in different areas. Close interaction with field personnel on telephone, controlling 100 dealers and 250 customers and attending their day-to-day requirements.

Total Tanker and Transport Management effectively to minimize expenses, responsible for monthly dispatches of worth 4 crores.

(vi) Launching of new products in the market and to increase market share for existing and new products.

(vii) Control of Debtors Accounts, collection forecast on weekly and monthly basis.

(viii) To control and guide branches and territory managers for sales and collection target achievement.

(ix) Visit to branches, dealers, institutions and industries very frequently.

(x) To visit and ensure registration of the Company as an approved supplier with Govt./Semi-Govt. organization.

(xi) Deciding sales policy/price strategy and ensuring its implementation to make business profitable.

(xii) Attending Techno-commercial discussion/negotiations for finalisation of big tenders.

(xiii) Selection and appointment of field officers/Territory managers Branch Managers on all India basis. Monitoring and analyzing their business performance in their territory.

## **Achievements in Career**

### **i) M/s. Chandan Metal Products Pvt. Ltd. :**

Improvised distribution network by appointing district-wise dealers for steel furniture and security equipments, resulting in to achievement of 105% of projected profits and increase in the sales by 34% over projected sales of the H.O.

### **ii) M/s. Platewel Processes & Chemicals:**

When joined, sales of Electroplating chemical per month was 20 lacs. When left it were 50 lacs per month. After joining, sales graph started showing positive growth which was never in past for 10 years. Company awarded Maruti Car within 3 years from the joining and had promoted as a Sales Manager. This achievement was attained by qualitative and quantitative dealer network management.

### **iii) M/s. Simalin Chemical Industries Ltd. :**

When joined, Company's bottom line was showing negative pattern. Increased the clientele base of Actual Users (Industrial) by developing excellent relationship which fetched lucrative price.

Total clientele base of actual users was increased manifold and achieved 200 active parties from mere 60 parties. In the year 1998-99, for the first time in the history of the company, substantial net profit was accrued. In the year 1998-99 company's profits have shown phenomenal growth. In the year 1999-2000, in spite of the shortage of Methanol raw material attained all time high profit maintaining growth in actual users segment (industrial sector). Due to my decision to give thrust on segment of actual users in the shortage period, it has yielded astonishing results by way of 70% boost in sales of actual users in the year 1999-2000.

**Joining: Immediate within one week from the date of confirmation.**

**Personal Details:**

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1. Name in Full: Vinay Kumar Pagare
2. Present Address: Vinay Kumar Pagare 32A, Harsiddha Vatika Society, Refinery Road, Gorwa, BARODA-390016.Gujarat. India.
3. Telephone Nos. : (Mobile) 8160569309
4. Email ID: varunchem.pagare@gmail.com
5. Date of Birth: 30-11-1957
6. Nationality: Indian
7. Father's Name: Late Shri Mahendra Kumar Pagare
8. Marital Status: Married
9. Vehicle: Two Wheeler: GJ6 FR 9172; GJ6 DM 3324, Four Wheeler: GJ6 HD 0860
10. Driving License No. : GJO6 19913218897

I declare that all the statements made in this application are correct to the best of my knowledge and belief.

**V.K PAGARE**

**PLACE: VADODARA, GUJARAT**