

RESUME

Neel Anilkumar Mistry

Mobile : +91-9974762601

Email : neel.mistry@yahoo.co.in

EDUCATION

Bachelor's of Engineering in Instrumentation & Control - 2002-2006

Nirma Institute of Technology

PROFESSIONAL SUMMARY

Total 14+ Year of Experience in field of Industrial Automation

Experience in Techno-Commercial Sales, Operations, Supplies & Support

AREA OF EXPERIENCE

- Sales and Marketing
- Estimation and Planning
- Pre-Sales and Procurement
- Key Account Management
- Channel Management
- Vendor Management

KEY SKILLS

- Strong Communication Skills
- Team Player
- Strong Analytical Skills
- Convincing Ability
- Willingness to Learn
- Planning and Organizing
- Conflict Resolution
- Techno - Commercial Negotiation

WORK EXPERIENCED

❖ **Current Company** **Cognex Sensors India Pvt. Ltd. – Ahmedabad**

Designation District Sale Manager – India West2

Duration From December 2015 till date

Job Profile

- Serving as a Sales & Support development to promote company's Vision Automation System & Identification Products business through various channel partners of Gujarat as per region defined
- Classifying prospective OEMs and End Users in Different Verticals (like Pharma, Packaging, F&B, Automotive etc.). Providing Demos at client place Online and Offline on Machines
- Techno-Commercial Negotiation with Clients and Order Closing & Processing
- Support Partners/Customers for Import as Products are Ex-Works Ireland
- Work on Annual, Half Yearly and Monthly Targets for Achievement with Team
- Payment Collection with Back log and Ageing

❖ **Previous Company** **Mitsubishi Electric India Pvt. Ltd. – Ahmedabad**

Designation Deputy Manager - Sales & Support
Duration From February 2013 till December 2015

Job Profile

- Serving as a Channel sales development to promote company's Automation System and Switchgear business route business through various channel partners of Gujarat as per region defined
- Classifying prospective OEMs and End Users in Different Verticals (like Pharma, Packaging, F&B, Automotive, Machine Tools etc.)
- Guiding Channel Partner in preparing quotation with various options available and discussing quantity requirement and deciding on discount structures
- Carrying out negotiations within the approved price bracket to close the deal and escalate to marketing team if required to work out special price for customer
- Gather competitor's activities, products and promotions in the market and updating channel partners about the same and assisting them in utilizing this information to highlight specific features of our products/solutions over competitors' products
- Following up with channel support team for delivery and installation work, communicating with customers to collect their feedback regarding the same
- Recording orders, completing sales contracts, preparing sales reports, maintaining and submitting business activity records Monthly
- Identifying Channel Partner in the region where company is having geographically gaps and appointing Channel Partner

❖ **Previous Company** **Beckhoff Automation Pvt. Ltd. – Ahmedabad**

Designation Engineer - Sales & Support
Duration April 2010 till February 2013

Job Profile

- Serving as an application & product sales engineer to promote company's products based on PC Based Automation System
- Promote Company's Soft PLC Concept and Ethercat Protocol via ETG
- Assessing clients' needs and recommending the products by demonstrating using Products with emphasizing viable features
- Answering clients' queries and concerns related to the products and discussing details with technical team if required
- Recording orders, completing sales contracts and arranging deliveries
- Looking after extended sales support and service activities for the whole country
- Informing management about any shortcomings in our products for improvements and to increase market share

❖ **Previous Company** **Erhardt + Leimer (India) Pvt. Ltd. (E + L) – Ahmedabad**

Designation Engineer Sales – Control & Automation Division
Duration September 2008 till April 2010

Job Profile

- Serving company as a sales engineer for products like Automation based Control Panel, Electrical Panels, Automation Solution using different automation & electrical suppliers

- Gathering Technical data such as machine design, electrical wiring diagrams etc. for customer's requirement
- Making technical bills of material and quoting to customers the same for approval
- Revising the quotation as per changing need of customer and submitting techno-commercial quote. Negotiating and winning the orders
- Co-ordinate with Purchase & Production team for further order processing
- Looking after marketing activities like exhibitions, seminars
- Providing services to existing customers and managing key accounts for company

❖ **Previous Company** **Kevin Technologies Pvt Ltd – Ahmedabad**

Designation Executive (Sales & Marketing) – Project Division
Duration September 2007 till September 2008

Job Profile

- Serving company's products as a sales engineer for automation solutions, control panels same as above mentioned in experience of E+L.

ACHIEVEMENT

- Mitsubishi India's All-rounder award for Performance in year 2013-14

PERSONAL DETAIL

Address: 59, Pankaj Society.
 Bhattha , Paldi,
 Ahmedabad-380007, Gujarat

Date of Birth: 30 / 06 / 1985

Language Known: English, Gujarati, Hindi, Basic Japanese

Marital status: Married