

AMEYA SATISH SHAHA

Ahmednagar, Maharashtra- 414003 | C- +919970942362 | ameyashaha16@gmail.com

- B.E. in Polymer Technology with 9 years of Experience in Sales, Marketing and Business Development domain with strong communication skills and Customer Relationship Management (CRM)
- Strategic Sales, Marketing and Key Account Management(KAM), Business Development.
 - Inventory control and material planning, sales forecast, trade and industrial marketing.
- Hands on experience in SAP ERP and CRM module.

- Aug 2024 – Jan 2025** : Area Sales Manager
Manilam Industries
- Dec 2022 – Apr 2024** : Sales Executive
Lahari laminates Pvt Ltd
- May 2022 – Oct 2022** : Senior Executive- Customer Relations
OFB Tech Pvt Ltd (OFBusiness)
- Mar 2017- Mar 2022** : Technical marketing Executive
Sanghar Group
- Dec 2015 – Feb 2017** : Sales Associate
M/s. Plywood Centre, Ahmednagar
- June 2015 – Nov 2015** : BusinessDevelopment Trainee
Katariya Polymers Pvt Ltd, Ahmednagar

- Problem Solving and Customer Service skills
- Communication skills
- Decision Making
- Presentation and Negotiation skills

- SAP ERP and CRM Module
- MS- Word, Power Point, Basic Excel and Tally ERP

- Computational & Analytical Skills.
- Interpersonal & Communication Skill.
- Quick learner and smart executer.
- Sincere, Hard Worker & Dedicated

1.Manilam Industries

From August 2024 to Jan 2025

Marketing Department : Technical Marketing and sales activities in Ahmednagar region

- Generate new leads and maintain existing client base via promotional activities
- Working closely with Architects, Interior Designers and Carpenters to build healthy relationships
- Responsible for Primary and Secondary sales of Plywood and laminates in assigned territory

2.Lahari Laminates Pvt Ltd

From Dec 2022 to Apr 2024

Sales Department : Sales, Marketing and Business Development in Ahmednagar region

- Generate new leads and maintain existing client base via promotional activities
- Responsible for achieving sales target
- Responsible for channel and project sales of laminates in assigned territory
- Working closely with Architects, Interior Designers and Carpenters to build healthy relationships.

3.OFB Tech Pvt Ltd (OFBusiness)

From May 2022 to Nov 2022

Sales Department : Sales, Marketing and Business Development in Ahmednagar region

- Generate new leads and maintain existing client base via promotional activities
- Responsible for achieving sales target
- Responsible for channel and project sales of Bitumen in assigned territory

4.Sanghar Group

From Mar 2017 to Mar 2022

Marketing Department : Marketing and Business Development in Central Maharashtra region

- Responsible for achieving budgeted parameters on Sales & Order Input
- Working closely with Sales teams to meet the various requirements of customers such as discounts and delivery preponement
- Handling Depot operations of Mangaldas Venichand (DCA-OPAL) as well as trading business independently through Sanghar Enterprises (Trading)
- Preparing daily MIS reports with help of data extracted from SAP. (Sales, FG, RFG) Data Cleansing, Presentation and Management of monthly data with the help of Excel
- Close interaction with customers to build long term, strategic partnerships & trusted relationships with clients, leading to greater satisfaction

5.M/s. Plywood Centre

From Dec 2015 to Feb 2017

Sales Department : Sales, Marketing and Business Development in Ahmednagar region

- Generate new leads and maintain existing client base via promotional activities
- Responsible for achieving sales target
- Responsible for channel and project sales of laminates and Plywood in assigned territory

6.Katariya Polymers Pvt Ltd

From June 2015 to Nov 2015

Sr. No	Exam	Year	Collage/School	University/Institution	Percentage
1.	B.E.	2014-15	MIT, Pune	Savitribai Phule Pune University	62.00
2.	HSC	2009-10	Shri Samarth Vidya Mandir Junior College	Ahmednagar	64.00
3.	SSC	2007-08	Anand Madhyamik Vidyalaya	Ahmednagar	86.20

Birth Date: 16 January 1993

Marital Status: Unmarried

Nationality: Indian

Contact No.: +91 9970942362, 8329626193

I hereby declare that as per my knowledge the information provided is very authentic.

Date: -

Place:-

Shaha Ameya Satish