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**Career Objective:**

Dynamic Sales Professional with a proven track record in leveraging export sales expertise from the FMCG manufacturing industry to excel in a tech-driven startup environment. Adept at building and nurturing client relationships, driving strategic sales initiatives, and expanding market presence. Currently spearheading efforts to promote AI-powered solutions that enhance road safety and save lives, demonstrating a strong commitment to impactful innovation. Skilled in team leadership, strategic networking, and sales forecasting, with a history of exceeding quotas and delivering significant revenue growth. Compassionate and driven, combining technical acumen with exceptional interpersonal and communication skills to align business objectives with meaningful societal outcomes.

**Academic Qualification:**

* Pursuing Distance M.B.A program (International Trade) From NATIONAL INSTITUTE OF TECHNICAL AND MANAGEMENT STUDIES NITMS Nagpur.
* B.B.A program from NATIONAL INSTITUTE OF TECHNICAL AND MANAGEMENT STUDIES NITMS 2021.
* Inter-Mediate (+2) from GHSEB {Gujarat Higher Secondary Education Board} - Vidhya Sabha school, May 2018.
* Matriculation (10th) from ICSE {International Course of Secondary Education} Board SMT SM Vaghasiya English Medium School, May 2016.

**Professional Experience:**

* From Oct 2024 to till date working with Omnidya LLP, Ahmedabad, Gujarat, India.
* From Jan 2024 to Oct 2024 date working with SHEETAL COOL PRODUCTS LIMITED, Amreli, Gujarat, India.
* From March 2021 to Dec 2023 worked with Noble Group SA, Luanda, Angola.
* From DEC-2018 to Feb-2021 worked with QICOM Group Angola SA, back office located in Amreli, Gujarat, India.

# Job Responsibilities at OMNIDYA LLP - Sales Manager

company website: www.omnidya.com

* Identified and targeted key prospects in logistics and transportation sectors to promote advanced fleet management solutions, showcasing expertise in strategic client acquisition.
* Conducted in-depth market research to analyze industry trends, evaluate competitor offerings, and uncover new growth opportunities, demonstrating strong analytical and forecasting skills.
* Designed and implemented comprehensive sales strategies to drive revenue growth and expand market presence, ensuring alignment with organizational goals.
* Built and maintained long-term client relationships by delivering exceptional service, fostering trust, and ensuring continued satisfaction and retention.
* Managed the complete sales cycle, from lead generation to proposal creation, negotiations, and contract finalization, exhibiting strong organizational and negotiation skills.
* Customized solutions to address client-specific needs, emphasizing a client-first approach and leveraging product knowledge to meet technical and operational requirements.
* Delivered impactful presentations and product demonstrations, articulating the value and benefits of fleet management solutions tailored to client objectives.
* Collaborated cross-functionally with product development, marketing, and operations teams to align sales efforts with broader business objectives.
* Utilized CRM tools to monitor sales pipelines, track client interactions, and report performance metrics, ensuring transparency and informed decision-making.
* Trained and mentored junior team members, enhancing their sales skills and product knowledge, and fostering a culture of continuous improvement.
* Represented the company at industry events, trade shows, and professional forums, effectively promoting brand visibility and generating new business leads.
* Established strategic partnerships with industry stakeholders to open new opportunities and strengthen the company’s position in the market.
* Ensured compliance with regulatory requirements and internal policies, demonstrating meticulous attention to detail and risk management capabilities.
* Prepared detailed sales reports, forecasts, and presentations, providing actionable insights to stakeholders and contributing to strategic planning

# Job Responsibilities at SCPL - Business Developer (Exports)

company website: www.scplco.com

* Develop and implement sales strategies to penetrate the food and beverage market, identify potential customers, and secure new business opportunities.
* Attend Exhibitions and generate numerous leads to convert them in client.
* Stay informed about industry trends, market developments, and competitors to identify opportunities for growth and adaptation.
* Analyze market data to identify potential clients, market segments, and emerging trends.
* Build and maintain strong relationships with key clients and decision-makers.
* Oversee the entire sales process from prospecting to contract negotiation and closing deals.
* Negotiate contracts, pricing, and terms with clients to ensure mutually beneficial agreements.
* Ensure compliance with legal and regulatory requirements in all contracts.
* Product development - By engaging with modern trade players and current market leaders.
* Complete procedures of Audits from customer's end to end, via third party or Customer's Team
* Handling Modern trade all operations - (had an Ice Cream deal with Reliance Retail Limited).
* Providing Samples, quotes, & all end to end assistance to Customers or Merchant Exporters.
* Customer Service provider for all existing customers
* Provide all the possible prices to customer in all ways (Ex factory, FOB, Ex Works, CIF, DDT)
* PI creation, SO creation, PO receiver, and all other Co-ordination from customer towards the company.
* Confirm order and provide all legal documents needs to carry out the shipments (Example for Paneer - Health Certificate, BRCGS, Analytics reports, Etc.)
* Private Labeling assistance.

Products Deal with: (arranged by sales ratio)

Frozen Paneer, Flavored Milk, Frozen Indian Breads like Naans & Parathas, Ice Creams - (Sold directly with our brand name)

Frozen Sweets, Ghee & Butter, Namkeen and Savory - (As a manufacturer and exporter both)

Achievements as a Team: - Collaboration with Reliance Retail Limited, Al-Kabeer Group, Kohinoor Foods Limited, Sumeru and many more.

# Job Responsibilities at SNS GROUP - Shared service Executive

company website: https://noble-group.net/

Companies and products

1. Unique Beverages SA - Alcoholic beverages.

2. Future Group SA - CSD, Water plant, & Cane line services.

3. Active Beauty Cosmetics - Cosmetics.

4. Noble Group SA - Wholesale & Semi Wholesale FG.

5. Angomart - Supermarket Chain.

* Create POs after Category Managers creates PR for all categories.
* Compare prices from at least 3 different PIs.
* Verify the RFQs and PRs by double cross checking with Pro forma invoices and loading invoice
* Confirm the payment types, import terms and co-ordinate with accounts team to pay the invoices
* Provide freight bookings by comparing with different freight forwarders
* Maintain updated contracts with shipping line every month (CMA CGM, HAPAG, MAERSK, PSL)
* Assist Product Managers by coordinating with suppliers in all languages (Gujarati, Hindi, English, Portuguese)
* Pass freight invoices through SAP system for further diligence.
* Follow up outstanding and control ageing days as per contract with all companies of Group.
* Update Conditions in SAP for example: CNCA, FREIGHT, DISCOUNT, LICENSE, & MISCELLANEOUS.
* Monitored and maintained import and export tracking systems for delivery of accurate and up-to-date records of shipments.
* Built strong relationships with key stakeholders such as customs brokers, freight forwarders, and regulatory agencies for smooth import/export operations.
* Receive POs from exporting countries after sharing PIs and Quotations, and compile the shipment and payment terms
* Create & identify opportunities & market for valuing the export business
* Monitoring all accounts to ensure payments & Stocks are current and up-to-date
* Paying to international supplier by using payment methods CAD, DU, &LC
* Local Currency payments by internet banking sites.
* Reconciling the international payments
* Finding the best rate by bargaining with bank for purchasing USD to pay against POs (For Example the exchange rate of import payments for other company is banks purchase rate + 2% and rate for our company after bargaining is banks purchase rate + 1.1%)
* By using Cash flow, Plan funds for transferring from banks to banks and industry to industry
* Weekly reports to group CEO And group CFO.

# Job Responsibilities at Qicom Group SA - Inventory / Back Office Executive

* Check and update the daily sales.
* Match previous inventory and today’s inventory after doing sales entry.
* Obtain proper information and data regarding invoice payments of daily expenditure.
* Daily reporting to sales manager.
* Receiving cargos and adding products to inventory by using FOCUS software.
* Booking Expenses in Tally.
* Weekly reports.

**Personal Competencies:**

* Hard working and good team player with excellent inter-personal skills.
* Quest for knowledge in every endeavor taken up.
* Display a high degree of tact and diplomacy
* Willingness to take initiative with a personal drive for success.
* Positive attitude.
* Excel in effective and positive communications
* Successful at demonstrating the ability to develop from a specialist to a generalist
* Often make valuable suggestions for improvement
* Project self-confidence, authority and enthusiasm
* Respond positively on inconsequential issues

**Computer Proficiency:**

* **SAP**.
* **Zoho Books - CRM**
* Completed Basics of Computers (MS-Office Package).
* Tally ERP-9.
* **Focus ERP**.
* Multiple Screen efficiency.
* **Corporate Internet Banking.**
* Keep abreast of new software applications.

**Area of Interest:**

* Sales and Marketing
* Product development
* Banking operations.
* Treasury operations.
* Food Category.
* Taxation.
* Import/Export - Import/Export transactions.
* Learning language

**Personal Dossier:**

**Present address** – Bopal, Ahmedabad, Gujarat, India.

**Nationality** – Indian

**Marital status** – Unmarried

**Hobbies** – Exploring new cities, Learning Languages

**Languages known** – Hindi Fluent, Gujarati Fluent, English Fluent, Portuguese beginner.

**Permanent Address** – Jail Road Kasaba Ward Dhanji Dhola Street, Amreli-365601, Gujarat-India

**Declaration:**

I do hereby declare that the information furnished above is true to the best of my knowledge and belief.

Place: **Amreli, India**

Date: 02nd Dec.24 (Avnis Keshvani)