

Personal Information

Name and Surname: KUNAL SHETH

Address: B-408 , Raj Crescent , Royal Complex , Eksar Road. Borivali (West)
400092

Date of Birth: 21.12.1983

Phone number: 9769642721

E-mail: kunals2721@gmail.com

LinkedIn: <http://linkedin.com/in/kunal-sheth>

National Sales Manager



Marital Status Married.

Overseas Visit Thailand Taiwan & Singapore.

Experience 15+ years of Sales Marketing & Product Management

Education

2012 - 2014 YAHWANTRAO OPEN UNIVERVITY - MAHARASHTRA
COMMERCE

Experience

- May 2017 – Till Date**

ARK Infosolutions Pvt. Ltd. National Sales Manager :**Responsibilities:**

 - Managing the Channel Partners for Lacie Business 2017 to March 2024 (West & North)
 - Managing the Channel Partner & End user for Enterprise Storage Product/ Solutions for NAS & DAS
 - Generating the new leads & requirements & aligning the relevant partner to it.
 - Managing the Purchase & Sales inventory.
 - Driving OEM relationship and carving our GTM strategies.
 - Driving a Sales team PAN India
- April 2015 - April 2017**

Chipcom Traders Sales Manager **Responsibilities:**

 - Trading & Selling of Enterprise Data Storage & other products/ solutions with Channel Partners & End- Clients.
 - Maintaining Stock & Sale of Products
 - Generating New requirements & closing with relevant products/solutions.
- April 2011 - March 2015**

Arihant Info Solutions Sales Manager **Responsibilities:**

 - Marketing and Promoting DAS & NAS Solutions between System Integrator & End-Customers
 - Maintaining Stock & Sale of Products
 - Generating New requirements & closing with relevant products/solutions.

March 2008 - March 2011

Jeet Technologies Sales &


Trading **Responsibilities:**

- Trading & Selling of Desktop & Accessories to End-Customers
- Maintaining the AMCs of the Clients
- Arranging the Demo of New Products
- Maintaining the Stock & Inventory

Awards & Recognizations

- Has been Awarded with GEM Award for FY-2020-21 by ARK Infosolutions for outstanding sales during Covid-19
- Has been Awarded with LSA (Long Service Award) for completing 5+ Years with Great Performance in Sales

Hobby



Listening Music



Travelling



Playing
Football

Personality

- ✓ Communicative
- ✓ Punctuality
- ✓ Creativity
- ✓ Organized
- ✓ Team Player
- ✓ Sales Oriented

Languages

English Hindi

Marathi

Gujarati

Software skills

Microsoft Word

Microsoft Excel

Microsoft PowerPoint

Skills

- ✓ Good communication - written and oral skills
- ✓ Excellent conceptual and analytical skills
- ✓ Effective interpersonal skills

I (Kunal Shteh) hereby declare the the above provided details are genuine & up to the best of m y Knowledge.