# **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.





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

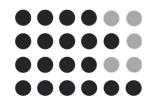
# • Has been Awarded with GEM Award for FY-2020-21 by ARK Infosolutions for outstanding sales during Covid-19

• Has been Awarded with LSA (Long Service Award) for completing 5+ Years with Great Performance in Sales

# Languages

English Hindi

Marathi Gujarati



### Hobby





Travellin



Playing

# Football

# Software skills

Microsoft Word

Microsoft Excel

Microsoft PowerPoint



# Personality

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

### Skills

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

