

VED VAIDYA

Email: ved.vaidya@email.com

Contact Details: Mobile: +919821012345

- 21 years of extensive and diverse experience of independently managing Industrial Products like Bitumen, FO, Chemicals looking after overall Procurement, Logistics, Marketing, Accounting and Taxation.
- Currently managing Industrial Products Sales for India as a Marketing Head.
- Actively a member in SAP orientation process for a 800 cr + Corporate
- Successful implementation of SOP related to Marketing.
- Successful and timely completion of targets managing a team of 35 direct Reports comprising of CRM's , KAM's.

Period : From May 1990 to Present

Company : ENERGY INTERNATIONAL PRIVATE LIMITED

Company Profile : Founded in 1991, Energy International Pvt. Ltd. is a professionally managed company engaged in Distribution & Marketing Organization of Petroleum Products, Chloroalkali, Chloromethane, Benzyl-Derivatives and a range of other products. Energy International Pvt Ltd. caters to a wide spectrum of industries viz., agro & pesticides, fertilizers, pharmaceuticals, textiles, chemicals, paints, steel, cement and many others. It renders excellent services to a spectrum of leading chemical industries in India.

Current Position : Marketing Head – PAN INDIA

Current Reporting : Managing Director

Role and Responsibilities: Execution of new products approved by the Company. The Company is in a phase of rapid expansion with many projects in the pipeline. Primary responsibilities include but are not restricted to the following -

- Management of Debtors.
- Costing, Quotes and Offers
- Negotiating with Customers on commercials.
- Manage Taxation matters, Sales Tax , Service Tax
- Maintain Stocks at all locations
- Co-ordination with Depots for timely deliveries
- Co-ordination with accounts for invoicing functions and maintenance of debtor's accounts
- Customer support functions for rejections
- Realization of sales by arranging for timely debt collections
- CRM Reporting to Regional Head Reporting to Product Head
- Product Approval
- Marketing Strategy
- Member of Balance Score Card
- Core Team Member of SAP
- Core Team Member of Sales Operating Process

- Managing marketing functions for Total Energy Bitumen Pvt.Ltd – Joint Venture between Energy International & Total group of France, fifth largest company in the world and fourth largest petroleum company in the world

As a Product Head I am also responsible for overall logistics of the product including storage/depots/terminals Across India.

I am well versed with the structuring of business deals based on customer specific requirement in terms of Taxations to maximize savings of the company.

Domestic Procurement is also under my Profile as a Product Head.

Have completed my schooling from Our Lady of Dolours, Mumbai and my Graduation from Mumbai University.

I currently use and am well versed in MS Office for Windows.

I have also used accounting software SAP and am well versed with the modules for Accounts Payable, General Accounting and Manufacturing.

Date of Birth : Feb 12, 1970.

B E F O R E