

**ARUSHI PARIKH**

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**Seeking assignments as Salesforce Administrator with a reputed organisation**  
**Preferred Location: Vadodara, Gujarat, India**

**PROFESSIONAL EXPERIENCE**

- ⇒ **B.E. - Mechanical Engineering** professional having **4 years 9 month** of experience in **Sales & Marketing**.
- ⇒ **Presently associated as Key Account Manager and Salesforce Administrator with Saint-Gobain India Private Limited – Glass Business.**
- ⇒ Adroit in Salesforce management, Marketing management, Government and other green building certifications, Key Account Management, Business Development and Technical Specification of Products.
- ⇒ Possess strong analytical, communication and organisational skills with the ability to analyse problem statement and accordingly propose solution.
- ⇒ **Adaptable, Pleasing Personality, Responsible, Energetic and Self Motivated.**

**CORE COMPETENCIES**

- |                                   |                               |                               |
|-----------------------------------|-------------------------------|-------------------------------|
| ~ Salesforce Administrator skills | ~ Business Case Understanding | ~ Problem Solving Skills      |
| ~ Relationship Management         | ~ AutoCAD, Solidworks         | ~ Ecotect Analysis            |
| ~ Technical Consultation          | ~ Project Management          | ~ Salesforce Platform Trainer |

**ORGANISATIONAL DETAILS**

<b>Saint-Gobain India Private Limited- Glass Business</b>	<b>Jan'20 – Till Date</b>
<b>As Salesforce Administrator &amp; Key Accounts Manager – Exterior Façade Glass Products</b>	

**Highlights:**

- ⇒ **Management of CRM tool (i.e. Salesforce) for entire glass business.**
- ⇒ Major Salesforce development as per business requirement by creating process builder, validation rules, custom object, fields & lightning pages.
- ⇒ Solving Queries raised by current Salesforce Users.
- ⇒ Salesforce Training to all new joiners and current users.
- ⇒ **Expand Business in allotted area through Architects, Builders and Fabricators**
- ⇒ Relationship management with Architects, Builders and Fabricators.
- ⇒ Identifying new business opportunities and projects and converting them into clients.
- ⇒ Carrying out Post Order Management Activities.
- ⇒ Track new infrastructure developments in respective territory and develop a database to aid sales

<b>Saint-Gobain India Private Limited- Glass Business</b>	<b>March'19 – Dec'20</b>
<b>As Salesforce Administrator &amp; Marketing Executive</b>	

**Highlights:**

- ⇒ **Management of CRM tool (i.e. Salesforce) for entire glass business.**
- ⇒ Major Salesforce development as per business requirement by creating process builder, validation rules, custom object, fields & lightning pages.
- ⇒ Solving Queries raised by current Salesforce Users.
- ⇒ Salesforce Training to all new joiners and current users
- ⇒ Catalog/Sample Management.
- ⇒ **Planning and implementation of Marketing Activities and Campaigns.**

- ⇒ Handling of Marketing Budget.
- ⇒ **Third Party testing of all products.**
- ⇒ **Taking care of all sustainability initiatives and certification for glass products like Green Pro certification, EPD, Griha Certification etc.**
- ⇒ **Responsible for all mandatory Government Certificates (e.g. BIS – ISI Marking, NABL) for all plants across India**
- ⇒ Responsible for imports of high value added products from other SG plants across world.
- ⇒ Mock up management along with credit note procedure for various customers
- ⇒ Scheme and score card management related to internal Sales team
- ⇒ Technical support for Exports team - Ensuring the best possible solution is provided to clients for various construction projects by performing no. of analysis like thickness analysis, sun path analysis, acoustics analysis, daylighting analysis and payback analysis.

**Saint-Gobain India Private Limited- Glass Business**  
**As Design Consultant – West Region (S&M)**

**February'18 – February'19**

**Highlights:**

- ⇒ Technical specification for façade glass through green and façade consultants.
- ⇒ Relationship management with Consultants, architects and builders.
- ⇒ Identifying new business opportunities and projects and converting them into clients.
- ⇒ Technical consultation with the customer on various issues related to the concerned projects.
- ⇒ Conducting Technical training sessions to various costumers for updating market knowledge.
- ⇒ Ensuring the best possible solution is provided to clients for various construction projects by performing no. of analysis like thickness analysis, sun path analysis, acoustics analysis, daylighting analysis and payback analysis.
- ⇒ Train internal sales and marketing team periodically to ensure that they are experts in glass industry.

**Saint-Gobain India Private Limited- Glass Business**  
**As Key Accounts Manager – Interior Glass Products**

**Jul'16 – Feb'18**

**TRAINING**

- Currently holding **11 badges and Explorer rank in Salesforce Trailhead.**
- **"Marketing Elementum"** training by Great Lakes Management Institution at Chennai.
- **"Key Account Management"** Training at Chennai
- **"Account Strategy for Major Sales"** Training by Huthwaite International at Mumbai
- **"5-C"** Workshop by Cucent Technologies at Mumbai
- **"Creative Client Engagement"** 4 months Training by Power House Inc. at Chennai
- Training on **Whole Building Simulation on eQUEST Software**
- Training on **Whole Building Simulation on Design Builder Software**
- **"Gender Diversity"** Training at Mumbai
- **Diploma in Design** by CAD Centre at Jaipur
- *Overseas Training* – **Research Internship on Titanium Alloys** at Polytechnic University, Nantes France

**ACHIEVEMENTS**

- **Implemented Salesforce as a CRM tool for Saint-Gobain from very initial stage.**
- **Annual Day Lighting Simulation for SAGE Glass**
- **Technical Training given to Architects, Consultants and Builders**
- **Various Consultants converted from Neutral to PRO for Saint Gobain Glass**

- **Trained Sales Team to Increase their Technical Capability**
- **Accredited Professional (AP) Certified by IGBC in 2016**
- **Designing & Fabrication of Automated Guided Vehicle in 2014**
- **Research Internship on Titanium Alloys at France in 2015**
- **Diploma in Design in 2015**
- **Designing & Fabrication of Golf Cart in 2016**
- **Designing & Fabrication of CNC Machine Prototype in 2016**

#### ACADEMIC

<b>B.E. (Mechanical Engineering)</b>	Mody University of Sci. & Tech., Lakshmangarh	2016	8.9 (CGPA)
<b>12<sup>th</sup></b>	Hari Devi J. Shishu Sadan Sr. Sec. School, Pilani	2011	82.83%
<b>10<sup>th</sup></b>	Hari Devi J. Shishu Sadan Sr. Sec. School, Pilani	2009	82.40%

**IT Skills:** Well versed with Salesforce Sales Cloud, MS Office and Internet Applications and Designing Software.

#### PERSONAL DETAILS

<b>Date of Birth</b>	: 21 <sup>st</sup> October, 1994
<b>Present Address</b>	: Vadodara
<b>Linguistic Abilities</b>	: English and Hindi
<b>Date of Joining (SGG)</b>	: 10 <sup>th</sup> July 2016
<b>Notice Period</b>	: 3 Months (2 months if paid)
<b>Current Location</b>	: Vadodara (Gujarat)