

VIVEK GULAVANE

905-286-4262

vivekgul@gmail.com

linkedin.com/in/vivek-gulavane-61205b7/

Chemical Sales & Business Development Professional

A top-performing Chemical Sales Professional with over 20 years of experience, credited with combining technical, industrial, application, and ingredient chemistry expertise to deliver substantial revenue growth in highly competitive specialty chemical markets. Strong expertise in identifying and pursuing new business opportunities while maintaining existing accounts and growing margins. Develop and implements sales strategies. Global experience & understanding of chemical markets in North & Latin America, Middle East & Africa with active business contacts.

Areas of Expertise:

- Sales Growth
- Prospecting and closing
- New Business Development
- Understanding Customer Needs.
- Key Account Management
- International Business
- Problem Analysis and solving
- B2B Sales.
- Team Building
- Sales cycle compression.
- Sales Forecast.
- Leadership and Training

PROFESSIONAL EXPERIENCE

PMC – GROUP, NJ, USA

REGIONAL MANAGER - SALES.

2016- Present.

PMC is a multinational group with 4 key SBU's and plants across USA, Korea, China & India where we manufacture tin stabilizers, catalysts, fatty acids, esters, amides, flame retardants, oleochemicals etc. Managing territory worth \$45 million & growing.

- Identify new opportunities for growth.
- Maintain market share and margins.
- Global Key account management.
- Manage B2B opportunities.
- Manage yearly contracts to achieve customer satisfaction and sales growth
- SWOT analysis of competition to develop sales strategies.

SILCHEM INC, TORONTO, CA

2002 – 2004, 2006 - 2016

DIRECTOR - SALES AND BUSINESS DEVELOPMENT

Silchem manufactures silicone emulsions, fluid blends, antifoams/defoamers, and specialty release agents which are widely used in Oil & Gas Refineries, Water Treatment, Personal Care, Tires & Rubber, I&I, Polymers & Plastics, Food, and Printing. Managed to grow company from \$4M to \$10M

- Motivate and manage sales team to achieve targeted sales growth.
- Identify new markets and applications for new & existing business development.
- Develop & implement sales strategies for target markets.
- Provides technical & commercial support to customers to resolve the issues and close sales.
- Appoint, manage, train, and motivate distributors & sales staff to exceed sales goals.
- Carry out yearly business analysis utilizing multiple models.

MULTICHEM, TORONTO, CA
ACCOUNT MANAGER**2004 – 2006**

MultiChem is a specialty chemical distributor active in Plastics, Water Treatment, and I&I, Coatings, Inks, Adhesives, Personal care, Lubricants, Oil & Gas applications.

- Managed \$5 – 7 million USD in business each year in specialty chemical distribution
- Exceeded profit margin budgets by 15%.
- Executed cold calls, followed by customer visits, to identify new business development opportunities.
- Introduced innovative technology products to targeted market segment.
- Completed SWOT analysis of competing distributors followed by actions to win business from competitors.

BASF, TORONTO, CA
NATIONAL SALES MANAGER**2004**

Business division for Performance & Inorganic chemicals used in I&I, Oil & Gas, Pharmaceutical, Personal Care, Water Treatment, Industrial Chemical Processes, Lubes, and Coatings.

- Managed \$ 40 million USD portfolio for performance and surfactant chemicals.
- Managed, motivated, and guided sales team to grow business and profitability.
- Developed and executed sales strategies to exceed sales targets.
- Developed new business opportunities and applications while managing key accounts.
- Achieved growth through effective distribution network management.

UNIQEMA/CRODA, DUBAI, UAE
SALES MANAGER – MIDDLE EAST AND AFRICA**1995 - 2002**

A world-wide specialty/performance chemical manufacturer active in following areas: Health & Personal Care, Oilfield, Polymer Additives, Coating Industry and Food.

- Achieved business growth from \$ 5M to \$ 13M.
- Developed and managed an extensive network of agents and distributors.
- Managed 12 key accounts directly worth \$0.5M USD each.
- Advised marketing team on marketplace changes related to technology, competition and pricing.
- Earned SABIC and Qatar Petrochemicals tender worth \$ 3.2M USD.

KANOO, RIYADH, SAUDI ARABIA
TECHNICAL MANAGER**1992 – 1995**

Kanoo is the largest trading houses in the Middle East, representing Exxon Chemicals, Great Lake Chemicals, W.R.Grace, Cytec, Brent, Croda, Scott Specialty Gases, Betz Dearborn, Rochem Technologies. Products: Water Treatment Chemicals, Specialty Chemicals, Lubricants, Antioxidants, Antiblocking, Antislip Agents, UV Stabilizers, Fuel Additives, Molecular Sieves, Silica products.

- Managed accounts for specialty chemicals, additives, and silica products, executing cold calls and customer visits to identify new business development opportunities and providing technical support to sales team.
- Managed new principal development for the identified products.

EDUCATION

Master of Business Administration – Newport University, USA,
Bachelor of Chemical Engineering – Pune University, India.
Diploma in Coating Technology TOSCOT – Toronto Canada.