

# CHARMI RUPERA

## Sales & Marketing Professional



### Summary

**Marketing & Sales Engineer** having experience of 8 years in International Marketing, Dealer network development, Global Sourcing, Import & Export in Technical product group i.e. Machinery & trivial affair with castings industry. Out of which, 2.5 years' experience in U.A.E. Exemplary communicator with the passion and drive needed to cultivate and foster professional & profitable relationships while maintaining trust.

#### Sales Engineer

##### Direct Trade House International LLC

*Representatives UK/USA/EU based machines mfgs, for plastics & rubber industries & distributor of Curtiss Wright Defense & Industrial Solutions for MENA*

**2018-Present**

- Looking after for sales for principles from UK/USA/EU region.
- Territory promotions for Plastics & Rubber industries.
- Assisting to principals in regional exhibitions.
- Domestic sales for subsidiary PUPMS-PRO.
- Domestic purchase for PUMPs & Motors & Mech. items.
- Major clients with Oil & Gas/chemical/food Indus.

##### Business Development Manager Mahesh Twisto Tech Pvt. Ltd.

*Rope making machine & Extrusion plant mfgs. & exporter*

**2017-2018**

- Looking after for worldwide dealer development,
- Marketing & promotions to boost presence of company,
- Have successfully appointed 12 dealers covering 35 countries worldwide,
- Global Sourcing for new product development i.e. for polypropylene filament extrusion plants
- Developing suppliers, end to end Import activities,
- Responsible for general management of marketing,
- *Visited Taiwan two times for dealer appointment and joint visit to customers,*
- *Visited China two times for sourcing & marketing,*

#### Export Engineer

##### Tamboli Castings Ltd.

*Investment casting mfgs. & EOU export unit*

**2015-2016**

- Handling sales of Investment castings,
- Developing company presence in German & US market.
- Handled sales with MNCs like FESTO, BOSCH, EATON, SANOI etc.,
- Developed automotive market for Tier-3 supply,

#### Asst. Export Manager

##### Mahesh Twisto Tech. Pvt. Ltd.

*Rope making machine manufacturers & exporters*

**2013-2015**

- Looking after for International Marketing
- Handling B2B trade promotions, trade portals, Online presences.
- Internal system & marketing material theme development.
- Export documentations & shipment handling.
- Achieved 3 more countries presences for company in globe.
- Given a tag line "Quality is our Fame & Motto".

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Baharna Building,  
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market,  
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#### UAE DRIVER's LICENSE:

4097105

Valid thru 02/2023



## Education Qualification

**Bachelor of Engineering (B.E)**  
*Electronics & Communications*  
**2008-2012**

From, Gujarat Technological University (GTU -  
Ahmedabad) &  
Shri. C. U. Shah College of Engineering and  
Technology (Wadhwan city)  
7.35 CGP



## Academic chronicle

- Industrial training at Autocon Instruments – Automation solution provider and industrial instrument trader
- Industrial training at Door Darshan LPT Centre, Bhavnagar.
- Industrial visit at Door Darshan Broadcasting Centre, Ahmedabad.
- Attended Seminar on Scilab software by IIT Bombay at University.
- Attended seminar on Spoken English and personality development by Station-e-lab language.
- Attended & participated in Departmental Event Horizon'10 and '11 at college.
- Co-ordinate Event 'Brain War' of Adroit'11 for IEEE recognized Event at College.
- Participated in 'Thunder'10 non-technical event (Antakshari, poem Writing),
- Presented power point presentation on, Cyber terrorism (Gained 2<sup>nd</sup> rank) in National level Event Nexxus'10



## Personal Details

- **Date of Birth** : September 6, 1990
- **Marital Status** : Married
- **Passport details** : N9822930  
Valid till: April 26, 2026  
Place of issue: Ahmedabad, Gujarat
- **UAE Visa** : 2489124/2018/201
- **UAE Visa validity** : 28th October, 2022
- **Languages known** : Hindi, Gujarati, English
- **Permanent Address** : 343/244, PARAS, Nr. Shitalamaa Temple,  
Sagwadi, Kaliyabid, Bhavnagar – 364001  
Gujarat, India.
- **UAE Driving License** : YES, License no: 4097105



## References

**Ms. Lyn Medul**  
*Admin & Secretary*  
**DTHI**

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**Mr. Abhishek Chaudhary**  
*Accounts Manager*  
**INNOVATION**  
**WORLDWIDE DMCC**

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