

## Resume

### Personal Details Status.

Name : Sudhama Shivkumar Verma  
Address : Room No. 09, Ganesh Nagar, Opp. Gangotri Bldg, Siddarth Colony  
Road, Chembur Naka, Chembur East, Mumbai – 400071.  
Contact No : 8422994516 / 9594022360  
Email Id : [vermasudhama3@gmail.com](mailto:vermasudhama3@gmail.com)  
Date Of Birth : 05<sup>th</sup> June 1990.  
Nationality : Indian  
Language : English, Hindi & Marathi.

### Education Status.

B. Com : University of Mumbai.  
Mahatma Degree College of Arts & Commerce – Pillai’s Academy  
Mumbai.  
Passing Year – 2012.  
Specialize – Commerce.

Intermediate : University of Mumbai.  
Mahatma Degree College of Arts & Commerce – Pillai’s Academy  
Mumbai.  
Passing Year – 2009.  
Specialize – Commerce.

Matriculation : Sadhu Vaswani High School  
Passing Year – 2007  
Specialize – Regular

## Work Experience Status

1. Current Company : Padma Industries  
Manufacturer of ISI Marked Fire Extinguisher & Fire Products.  
Date of Joining : 12<sup>th</sup> August 2019 till yet  
Designation : Sales Manager – Maharashtra  
Work Profile : Dealing with all Fire License Agency (Maharashtra), Fire Contractors & Dealers, MEP Consultant.  
Reporting To : Director (Mr. Dinesh Shah)

## Company Profile.

Establish in 2022, Padma Industries as one of the leading manufacturer and suppliers of ISI Mark Fire Extinguishers, Fire Fighting Equipment, Hydrant System Products and Accessories, Fixed System, Fire Protection Consultancy and High-Pressure Gas Cylinders of various ranges. as one of the leading manufacturer and suppliers of ISI Mark Fire Extinguishers, Fire Fighting Equipment, Hydrant System products and accessories, Fixed System, Fire Protection Consultancy and High-Pressure Gas Cylinders of various ranges.

Company Website : [www.padmaindustries.com](http://www.padmaindustries.com)  
Working Area : Maharashtra (Complete Fire License Agency & Dealer)  
Goa, Indore, Bhopal, Baroda & Ahmedabad.  
(& some experience of above state).  
Business Turnover : 7.5 Crores Basic Value + (Corona Period Included)  
Brief Details : Co ordinating with all Fire License Agency, Fire Contractors, Dealers, MEP Consultants, Direct Customer & Builder Lobby to promote as well as to increase the sales revenue of our brand i.e Fire Hydrant Valves & its Accessories, Fire Extinguisher, Water Monitors, Sprinklers, Fire Duct Door.  
Having good knowledge of customers from

Maharashtra, Goa, Bhopal & Indore.

Brand: - AIMEX/FIREQUIT.

2. Previous Company : Universal Fire & Safety Services Ltd  
Authorized Fire License Agency & Manufacturer of ISI  
Marked Fire Extinguisher.  
Date of Joining : 16<sup>th</sup> July 2018 to 16<sup>th</sup> July 2019.  
Designation : Sales Manager – Maharashtra  
Work Profile : Dealing with all Fire License Agency (Maharashtra),  
Fire Contractors & Dealers.  
Reporting To : Managing Director (Mr. Rahul Londhe)

#### Company Profile.

Universal Fire & Safety Services Ltd. Is a leading manufacturer of all types of fire extinguisher and deals in execution of projects related to supply erection, testing and commissioning of all types of firefighting, protection systems and security devices.

Universal Fire & Safety Services Ltd. Undertake design, supply, installation, testing and commissioning of Fire Hydrant, Sprinklers Systems, Fire Alarm & Detection System, Access Control Systems & all types of Fire Extinguisher.

Company Email Id : rahul@universalfiresafety.com  
Working Area : Maharashtra (Complete Fire License Agency & Dealer)  
Business Turnover : 1.5 Crores Basic Value +  
Brief Details : Co ordinating with all Fire License Agency, Fire  
Contractors, Dealers, MEP Consultants, Direct  
Customer & Builder Lobby to promote as well as to  
increase the sales revenue of our brand i.e Fire  
Hydrant Valves & its Accessories, Fire Extinguisher.  
Having good knowledge of customers from  
Maharashtra, Baroda & Ahmedabad.  
Brand: - UNIVERSAL.

3. Previous Company : Firestone Industries  
Arihant Fire Protection Services Pvt Ltd (Sister Concern Company).  
Manufacturer & Supplier of ISI Marked Fire Extinguisher, Water Monitor & Fire Hydrant Valve & its Accessories.  
Date of Joining : 28<sup>th</sup> April 2017 to 27<sup>th</sup> June 2018.  
Designation : Sales Manager – Maharashtra  
Work Profile : Dealing with all Fire License Agency (Maharashtra), Fire Contractors & Dealers, MEP Consultant.  
Reporting To : Director (Mr. Chetan Mehta)

#### Company Profile.

Establish in 1989, Firestone Industries along with its sister concern company Arihant Fire Protection Services Pvt Ltd, are the leading manufacturer and suppliers of firefighting equipment and accessories with total solution in the fire safety.

Firestone Industries along with its sister concern company Arihant Fire Protection Services Pvt Ltd reputation for quality & reliability is widely acclaimed & its product meet various national & international standards. The product quality is further endorsed by certification agencies like Bureau of Indian Standards, CE Approval with ISO 9001:2008 quality management systems.

Company Website : [www.firestoneindia.com](http://www.firestoneindia.com)  
[www.arihantfire.com](http://www.arihantfire.com)  
Working Area : Maharashtra (Complete Fire License Agency & Dealer)  
Business Turnover : 2 Crores Basic Value +  
Brief Details : Co ordinating with all Fire License Agency, Fire Contractors, Dealers, MEP Consultants, Direct Customer & Builder Lobby to promote as well as to increase the sales revenue of our brand i.e. Fire Hydrant Valves & its Accessories, Fire Extinguisher, Water Monitors & Fire Duct Door.

Having good knowledge of customers from Maharashtra.

Brand: - FIRESTONE/ARIHANT.

4. Previous Company : Naaz Engineering Works  
Manufacturer & Supplier of ISI Marked Fire Extinguisher & Higher Capacity Fire Extinguisher.
- Date of Joining : 01<sup>st</sup> January 2016 to 31<sup>st</sup> March 2017.
- Designation : Sales Manager – Maharashtra
- Work Profile : Dealing with all Fire License Agency (Maharashtra), Fire Contractors & Dealers.
- Reporting To : Proprietor (Mr. Ali Abbas Khan)

#### Company Profile.

Establish in 1980, Naaz Engineering Works has grown to become one of the trusted & most innovative manufacturers of portable, trolley & trailer mounted extinguishers & gas cartridges for commercial & industrial application. Naaz brand is renowned for the quality of its product & reliability of services. Naaz has earned reputation for excellence in the fire protection

- Company Website : [www.naazengineering.com](http://www.naazengineering.com)
- Working Area : Maharashtra (Dealer)
- Business Turnover : 80 lakhs Basic Value +
- Brief Details : Co ordinating with all Fire License Agency, Fire Contractors & Dealers to promote as well as to increase the sales revenue of our brand i.e Fire Extinguisher.
- Having good knowledge of customers from Maharashtra, Bangalore, Baroda & Ahmedabad.
- Brand: - NAAZ

5. Previous Company : Origin Quality Services

Authorized Fire License Agency.

Date of Joining : 01<sup>st</sup> January 2015 to 31<sup>st</sup> December 2016.  
Designation : Branch Manager – Navi Mumbai  
Reporting To : Proprietor (Mr. Gurmeet Singh Kandhari)

#### Company Profile.

Origin Quality Services originated on 28th June 2005. The need for the company was the requirement for providing services for the various products and installations for fire detection and protection in the fire and safety industry. Most of the companies have the required precautionary installations and were in search for proper skilled manpower to maintain and service the same to keep it operational and healthy. There was also a requirement of checkup and up gradation. These aspects being labour oriented were overlooked due to time and monetary matters. This requirement was looked, understood and served by the entry of Origin Quality Services.

#### Nature of Duties.

- To maintain the proper circulation of our services in the assigned area (Navi Mumbai).
- To handle the corporate clients for proper networking of business.
- To do Promotional activities and Marketing of our product in order to increase the business volume.
- To do recruitment procedure for BDM's. (Business Development Manager).
- To handle a team of 10-12 Business Development Manager, Sales Executive, Tele Caller.
- To visit Corporate, Government, Industrial, Institution, Warehousing, Residential Sector for generating business volume.
- To handle the after sales service, i.e. proper delivery of products to the Customers.
- To ensure proper delivery of products at their respective dropping Areas.
- To resolve the issues of Customers.
- To maintain the Supply Chain of our product.

6. Previous Company : Naaz Engineering Works  
Manufacturer & Supplier of ISI Marked Fire  
Extinguisher & Higher Capacity Fire Extinguisher.  
Date of Joining : April 2013 to October 2015.  
Designation : Free Lancer (Mumbai & Navi Mumbai)  
Reporting To : Proprietor (Mr. Ali Abbas Khan)

#### Company Profile.

Establish in 1980, Naaz Engineering Works has grown to become one of the trusted & most innovative manufacturers of portable, trolley & trailer mounted extinguishers & gas cartridges for commercial & industrial application. Naaz brand is renowned for the quality of its product & reliability of services. Naaz has earned reputation for excellence in the fire protection

Company Website : [www.naazengineering.com](http://www.naazengineering.com)

#### Nature of Duties.

- Responsible for target set by the Proprietor as per the Agreement Free Licensing minimum one order for a month. (Mumbai & Navi Mumbai).
- Responsible for the promotional activities for the brand in various sectors.
- Responsible for the order & payment as per the policies set by the company.
- Responsible for the delivery after getting the order of the customer.
- Responsible for resolving problems on Day-to-Day Customer Issues.
- Responsible to maintain records & provide that to the proprietor of the company.

7. Previous Company : Ceasefire Industries Limited  
Manufacturer & Supplier of ISI Marked Fire  
Extinguisher, Suppression System & Higher Capacity  
Fire Extinguisher.

Date of Joining : August 2010 to May 2013.  
Designation : Manager Business Development – Navi Mumbai  
Reporting To : Team Leader / Branch Manager

#### Company Profile.

Ceasefire, India's most trusted fire safety and security brand is today a holistically integrated Fire Safety & Security solutions conglomerate. Having invested extensively in R&D, the company has a range of 400 revolutionary lifesaving products that span from prevention to early detection to firefighting to evacuation and post fire damage control. The pioneer brand in the domain, Ceasefire has been the name synonymous with new age technologies that have been far ahead of their times. Today Ceasefire's total green solutions and intelligent protection systems continue that trend. Products aren't assembled here but engineered to perfection. Every Ceasefire product conforms to highest global standards and carries a host of international quality certifications. Today a Ceasefire product is used on a real-life fire emergency every 9 minutes.

Company Website : [www.ceasefire.in](http://www.ceasefire.in)

#### Nature of Duties.

- Responsible for the Monthly Target set by the Branch Manager (Navi Mumbai Territory).
- Responsible for the meetings with EHS, Purchase & Safety People for the Fire Safety Business.
- Responsible for the order & payment as per the policies set by the company.
- Responsible to provide fire safety knowledge as well as product knowledge to the direct customers.
- Responsible to provide live demonstration to the customers.
- Responsible to report on daily basis to the Branch Manager.

8. Previous Company : Hindustan Times Media Limited  
Press Media Circulation Depart.

Date of Joining : November 2007 to June 2010.

Designation : Marketing Research Executive – Complete Mumbai

Reporting To : Team Leader / Branch Manager

### Company Profile

HT Media found its beginning in 1924. Hindustan Times is a part of K.K. Birla group of Companies, with strong Existence in North India. The Newspaper was inaugurated by Mahatma Gandhi. Today grown to become one of the India's largest media companies. Produced by editorial team for its quality, innovation & integrity. Hindustan Times (English), Hindustan (Hindi), & Mint (English Financial Newspaper). HT Media operates 19 printing facilities across India with an installed capacity of 1.5 million copies per hour. HT Media is No-2 Daily English Newspaper in India.

### Nature of Duties

- Responsible for door to door calling.
- Responsible for daily reporting to the Team Leader.
- Responsible for monthly target achievements.
- Responsible for society permission.
- Responsible for institution & financial sector permission.
- Responsible for providing complimentary copies to institution & financial sector.
- Responsible for promoting the product in various corporate sector.
- Responsible for the day-to-day new subscription from various sector.

### 9. Hobbies

- Boxing
- Song & Dance
- Travelling anywhere at any time.
- Learning many things with human being to whom I met through all my business trips.

### 10. Salary & Expectation

- Current CTC = Rs 9.60 lakhs (Salary + TA / DA Expenses + Mobile + Company Bonus)  
(720000 + 168000 + 12000 + 60000)
- Expected CTC = Rs 14.00 lakhs (Negotiable)
- Notice Period = 45 days

All the above information is genuine about my CV.

Your faithfully,

Sudhama S Verma