

PROFILE OF KARTIK BAVISKAR



Mission:

To achieve a meaningful professional height as an “Intrapreneur”.

Vision:

A resource person with a global commercial exposure and orientation can positively change the balance sheet of any enterprise.

Self-Identity:

An IIM (Calcutta) Alumnus with a hard-core global business experience of 16+ years in the field of auto parts industry adapted to multicultural, multi-tasking and multidisciplinary orientations.

HARD SKILLS (Education):

Completed (**APSM**) form IIM Calcutta in the year 2020.

Completed **PGDM** form (NMIS) Narsee Moonjee Management Institute Mumbai in the year 2009 with a First Class.

Completed **PGD** in Export-Import form IIEIM Baroda in the year 2007.

Passed B.Com from Gujarat University in the year 2004 with a Pass Class.

Passed **XII** from Gujarat Board in the year 2001 with a Distinction.

Passed **X** form Gujarat Board in the year 1999 with a First Class.

WORK PROFILE (19 YEARS AS OF 2023):

(From April 2004-Until Date):

Working with **BANCO PRODUCTS GROUP OF COMPANIES** Vadodara, Gujarat, India in the capacity of **GM (De facto)**. A 60-year-old leading manufacturer of Auto parts, ISO9001, QS 9000 certified company with ‘Star Export House’ recognition is based at Vadodara Gujarat India.

Products Handled:

Engine Cooling System (Radiator, Air Cooler, Oil Cooler, Battery coolers, Fuel Coolers etc) Engine Sealing System (Gaskets).

Key Result Areas:

- a. International Business Development in the areas of Europe, North America and Latin America with a “Profit Centred Responsibilities.”
- b. Negotiations, Documentation, Servicing & Branding of the company along with Sales administration and recovery.
- c. Maintaining MIS.
- d. Budgeting, Resource planning and team coordination and synergy building with all stakeholders.

Highlights of Career:

Joined in 2004 & rose to various levels as under:

April 2023-: General Manager

April 2021- : Assistant General Manager

April 2015-March 2021: Senior Manager

April 2010-March 2015: Export Manager

April 2004-March 2010: Assistant Manager

Professional Empowerment:

Well versed with **French** and **Spanish intro** Language.

Computer Savvy by having Diploma in Computer Application.

Knowledge of **SAP, Microsoft,**

SOFT SKILLS:

1. Competent in Branding Company and its Products:

Successfully initiated, participated and managed Exhibitions at Frankfurt, Paris, Moscow & Brazil on regular basis.

2. Active in Professional Networking skills at various professionals groups like:

- Groupa Auto International (Germany)
- Nexus Automotive (Switzerland)
- ATR (Germany)
- Temot International
- AD International

3. Proactive & Take Initiative:

First ever ‘Road Show ‘undertaken by me at Morocco and was very successful in the year 2017 which turn around the market share from 100K Euros to 400 K Euros in a year.

4. Efficient in Channel Management:

Developing and managing Dealers network management system followed by conferences and Result orientation:

5. Managing Stake Holders’’ Satisfaction;

Periodic Customer Process audit and Customer visits to plant for thorough satisfaction and business development.



MY CONTRIBUTION

A) TO MY CURRENT ORGANIZATION.

1/3 of the total turnover of my company

B) TO YOUR ORGANIZATION

Based on my competences I shall Handle “Profit Centre responsibilities”

AREA'S INTEREST

Sector:

Auto Parts, Automobiles, Auto Ancillaries,
(Tyres, Batteries, Coolant, Cars).
Chemicals, Plastic parts.

Competencies:

- * Identification of International Markets.
- * Documentations of Import/Export
- * Key Account Management
- * Logistics, Supply Chain.
- * Domestic Product Marketing
- * Managing Team.

STRENGTHS:

- "T" Professional Attitude.
- Possess highest degree of EQ
- Target & Result Oriented.
- Sound Business Acumen

- Hobbies:** Bike Driving.
Interest: Travelling & Meeting New People
Passion: Serving Rotary Club.
Leisurely: Meditation & Social Media



(KARTIK BAVISKAR)

Product	Radiator	Seller code Kartik R Baviskar			
Sum of Sales in Lakhs	FY	Y19-20			SALES + ORDER AS ON Feb 2022
Region	Y18-19 in Lakhs INR	Lakhs INR	Y20-21 Lakhs INR	Budget Y21-22 Lakhs INR	
EUROPE	7877.15	6601.03	9343.85	11386.04	13863.41
USA	1158.44	1855.91	2627.37	3527.33	4815.19
NORTH AFRICA	1170.61	574.73	1017.03	1136.43	1464.83
LATIN AMERICA	361.14	294.50	606.75	745.92	1303.63
MIDDLE EAST	109.76	98.25	126.50	269.24	138.98
ASIA	44.36	11.55	9.44	10.38	2.44
BLACK AFRICA	30.56	20.62		0.00	
Grand Total	10752.02	9456.58	13730.95	17075.34	21588

PERSONAL DATA

Date of Birth:

9th April 1984.

Physical Address:

B-1/48 Wisteria Bungalow, Near Billabong
International School, Vadsar, Vadodara,
390011

Email Id:

kartik.baviskar@hotmail.com

Skype id:

baviskar.kartik

Passport No:

Z3622990 valid up to 05.06.2026

My YouTube Presence

AV profile link: I also request you to have a
glance at the following you tube link

https://youtu.be/rDLrZvgH_vU

Video Interaction:

https://youtu.be/XTk58_RcRP4

Linked in presence:

<http://linkedin.com/in/kartik-r-baviskar-8807ba9>