

NEERAJ PRABHAKAR KAMBLE

neokaamble17@gmail.com | [Linkedin Profile](#) | +919324599651
[My Website](#) | [Github Profile](#) | Location: Dombivli, MH, India.

OBJECTIVE

Dynamic and results-oriented Marketing and Sales Professional with 4+ years of experience in international trade, market research, and strategic planning. Aspiring to leverage my expertise in driving growth and innovation within large-scale industries, sustainability, energy, renewable sectors, and AI-driven businesses. Seeking a role where I can deliver significant revenue growth, drawing on my extensive global network and strategic insight.

PROFESSIONAL SKILLS

Strategic and Analytical Expertise:

Data Analysis: Proficient in Python, MATLAB, Lean Manufacturing (Six Sigma)

Market Research: Extensive experience in market assessment, competitive intelligence, and SWOT analysis

Strategic Management Tools: Analytical Hierarchical Approach, ERM, PESTLE, BCG, PEEST, PEST, Porter's Five Forces

Leadership and Business Development:

Revenue Growth: Spearheaded business development initiatives, generating \$1.5 M in new business within just four months across sectors like mining, fertilizer, oil and gas, and pharmaceuticals

Team Leadership: Managed and mentored a team of 12 sales managers globally, resulting in a 25% revenue increase in the first year

Budget Management: Aligned marketing budgets with strategic goals, ensuring impactful and cost-effective campaigns

Global Networking and Communication:

International Relations: Frequent Traveler, Building strong networks and relationships with Industry leaders and decision-makers worldwide.

Presentation Skills: Delivered high-impact presentations to C-level executives and government heads, enhancing brand visibility and strategic partnership.

Documentation: Expert in creating comprehensive reports, strategic documents, and market analysis to drive informed decision-making.

WORK EXPERIENCE

Assistant Manager Technical Marketing (Performance-Based Additives) - NAQ Global Companies | Feb 2024 - Present

- Engineered marketing strategies for performance-based additives in the fertilizer and mining sectors, directly contributing to significant market penetration.
- Conducted thorough market research, providing actionable insights that shaped product positioning and competitive strategy.
- Represented the company at key industry events, bolstering brand reputation and establishing critical business connections globally.

Management Trainee (Segment Lead)- INDO AMINES LIMITED (IAL), India | Dec 2021 - Jan 2024

- Drove a 25% revenue increase by leading a global team and identifying new market opportunities.
- Authored SOPs and implemented customer-centric strategies, enhancing service delivery and client satisfaction.
- Tracked industry trends and competitor activities to stay ahead in a competitive market.

Management Trainee (Business Processes and New Product Development)- StraCon Business Services, Mumbai, India | Oct 2020 – Nov 2021

- Managed complex business processes and new product development, focusing on market research and data analysis.
- Developed mathematical models and simulations on Python for financial risk assessment and investment analysis.
- Conducted primary and secondary research to prepare industry analysis reports and market assessment.
- Drafted reports on corporate finance, talent management, and debt restructuring.

Business Associate and Trainer- The Pioneer Organization (Digital Marketing Agency), Mumbai, India | Feb 2020 – June 2020

- Conducted market research and data analysis to improve business outcomes for clients by 80%.
- Developed and trained a team, enhancing their understanding of market trends and strategic planning.
- Generated \$450K in revenue with average profits of 17% by acquiring new customers in the IT sector.

RELEVANT INTERNSHIPS

Tata Data Visualisation: Empowering Business with Effective Job Simulation Virtual Internship March 2023-May 2023

Cognizant Agile Methodology Job Simulation Virtual Internship March 2023-May 2023

EDUCATION:

PGDM (PASS) in Accounting and Finance
London School of Economics and Political Science, UK
Sept. 2020 – July 2021

MSc. (Merit) Advanced Chemical Engineering with IT and Management
Loughborough University, Loughborough, UK
Oct. 2018 – Dec. 2019

BE (Merit) Chemical Engineering
University of Mumbai, India
Aug. 2013 – May 2017

CERTIFICATIONS:

Certified Environmental Professional
Sustainability reporting and analysis Certification
Advanced Data Analysis and Visualization (Python, R, SQL)

INTERESTS:

Football, Cooking, Reading, and Travel

PROJECTS:

Techno-economic and Environmental Analysis of Continuous Pharmaceutical Pilot Plant (Second Best Project in MSc.; Executed on NOVARTIS PILOT PLANT OF ALISKIREN HEMIFUMARATE)

Managerial behaviour on Budgeting, Incentives and compensation policies on global basis.

EXTRA CURRICULAR ACTIVITIES:

Volunteer at Service Civil International
Team leader at a social service camp in a remote Maharashtra State region, 2017.

Organized a digital camp on sustainable lifestyle and environmental thinking, May 2020

Co-founder of Black Pearl Events, Event Management Organization, Mumbai, 2018
Focused on providing a platform for local football talent (Instagram: @events_black_pearl)

TEFL Teacher (From Asian College of Teachers, <https://www.asiancollegeofteachers.com/>) & Para Course Trainee at CARE Institute (<https://caremumbai.org/>)

ACHIEVEMENTS:

Presented a poster on 'Water Treatment by Radiation' at the National Conference of IICHE, SCHEMCON-2016, BVRIT, India.

Consolation prize for review paper: 'NANO HEAT ENGINES', presented at the National Conference, WAVE-2015, MGM CET, India.

National level Player – Football-Tennis, 2012; Runner-up – District Level Football League, 2011 and 2012; Silver Medalist – State level Football-Tennis, 2011.



Neeraj Kamble: Specialty Chemical Market Expert

An overview of your expertise in the specialty chemical market

What I Can Do for Your Specialty Chemical Market

- **Formulation Development**

Leverage our expertise in chemical formulation to develop custom solutions tailored to your specific application needs.

- **Analytical Testing**

Provide comprehensive analytical services to ensure the quality and compliance of your specialty chemicals.

- **Process Optimization**

Optimize your manufacturing processes to improve efficiency, reduce costs, and enhance product quality.

- **Regulatory Compliance**

Assist with navigating the complex regulatory landscape and ensuring your specialty chemicals meet all necessary standards and certifications.

- **Application Development**

Collaborate with your team to explore new applications and markets for your specialty chemicals, expanding your reach and potential.

How I Will Achieve It



Why Approach You Now?

- **Market Momentum**

The specialty chemical industry is experiencing a surge in growth, with increased demand for innovative solutions that address emerging trends and customer needs.

- **Competitive Advantage**

Our company has developed a unique portfolio of high-performance products that can provide a competitive edge in the market, and we believe this is an exceptional opportunity to partner with your organization.

- **Synergistic Fit**

Your company's expertise and market presence align perfectly with our strategic objectives, making this an ideal time to explore a collaborative relationship that can drive mutual success.

- **Timing and Alignment**

The current market conditions and your company's trajectory present a unique window of opportunity where our combined strengths can be leveraged to capitalize on emerging opportunities and deliver value to our customers.

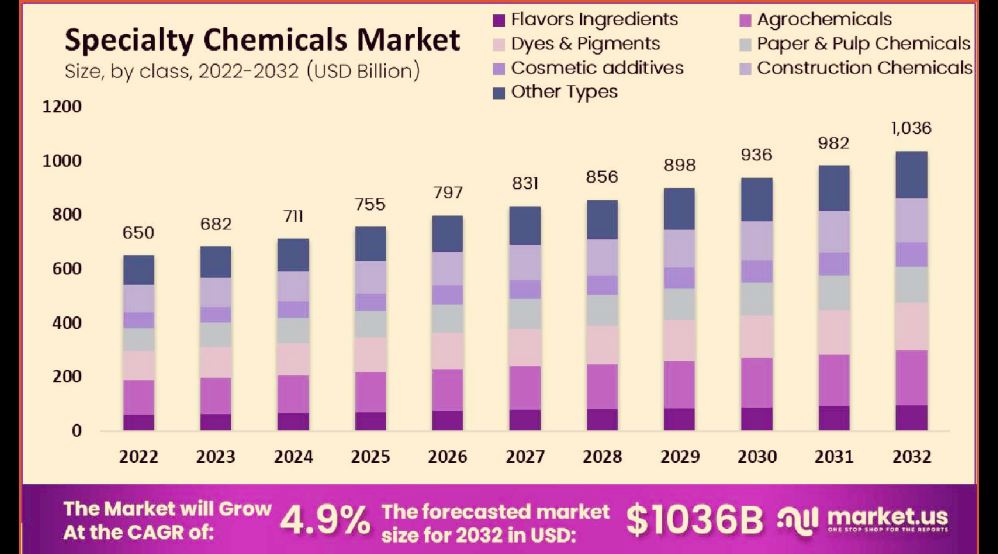
What Sets Me Apart

4+ Years of Relevant Experience

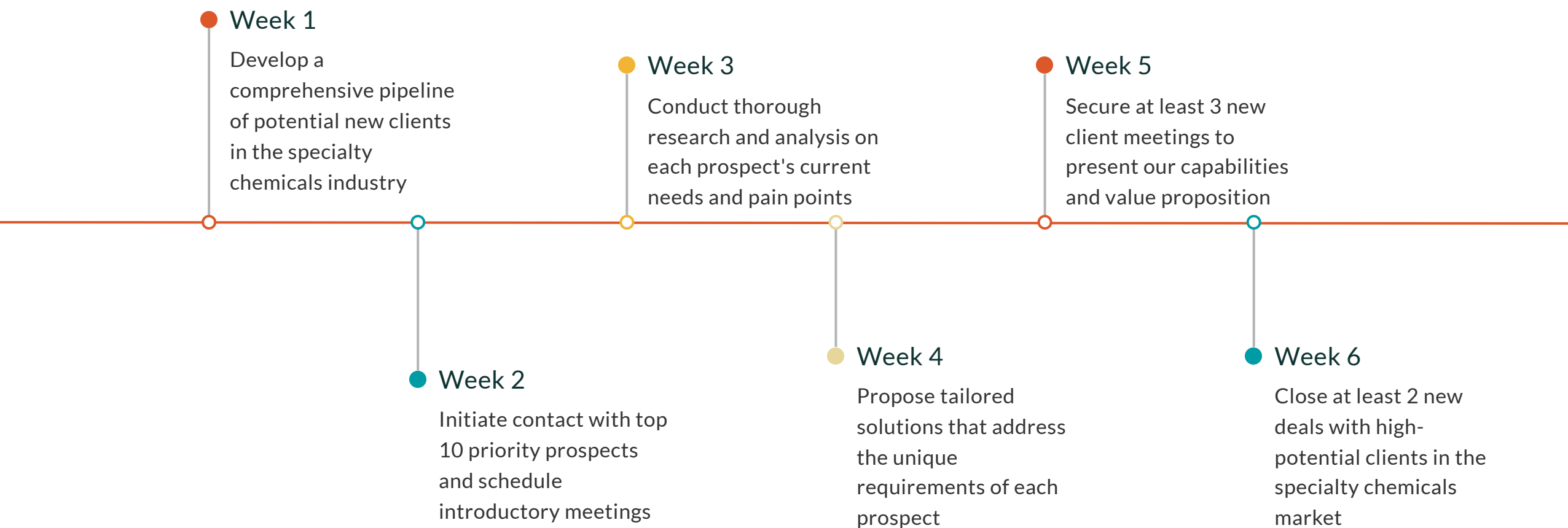


My Knowledge of the Specialty Chemical Market

The specialty chemical market is a dynamic and rapidly evolving industry, characterized by a diverse range of products and applications. As an expert in this field, I have a deep understanding of the key trends, drivers, and challenges that shape the market. From the growing demand for sustainable and eco-friendly solutions to the rise of innovative technologies, I possess a comprehensive knowledge of the industry's landscape and its future trajectory.



Achieving New Business Development Targets



Your Profile: Specialty Chemical Market Expertise

Pioneering Sustainability Initiatives

Introduce eco-friendly product formulations and manufacturing processes to reduce the company's carbon footprint and environmental impact.

Spearheading Digital Transformation

Leverage advanced data analytics and AI-powered insights to optimize operations, enhance customer engagement, and drive business growth.

Fostering Collaborative Innovation

Establish cross-functional teams to co-create novel specialty chemical solutions that address emerging market needs and stay ahead of industry trends.

Diversifying Product Portfolio

Explore new application areas and market segments to expand the company's reach and become a more versatile and adaptable partner for clients.

Additional Value Beyond Business Development

Project Management Expertise (85%)

Technical Writing and Documentation Skills (90%)

Cross-Functional Collaboration Capabilities
(80%)

Continuous Improvement
and Process Optimization
(75%)

Foundation for International business



Ensuring Increased Profits and Financial Stability

Key Financial Metrics	2023 Results
Net Profit Margin	18.2%
Return on Investment (ROI)	220.5%

*Source: Company Financial Reports 2023

Regulatory and Legal Considerations



Chemical Regulations and Compliance

Understand and adhere to regulations such as REACH, CLP, and TSCA to ensure your specialty chemicals meet safety and environmental standards.



Intellectual Property Protection

Safeguard your innovations and formulations through patents, trade secrets, and other intellectual property rights to maintain a competitive edge.



Product Liability and Risk Management

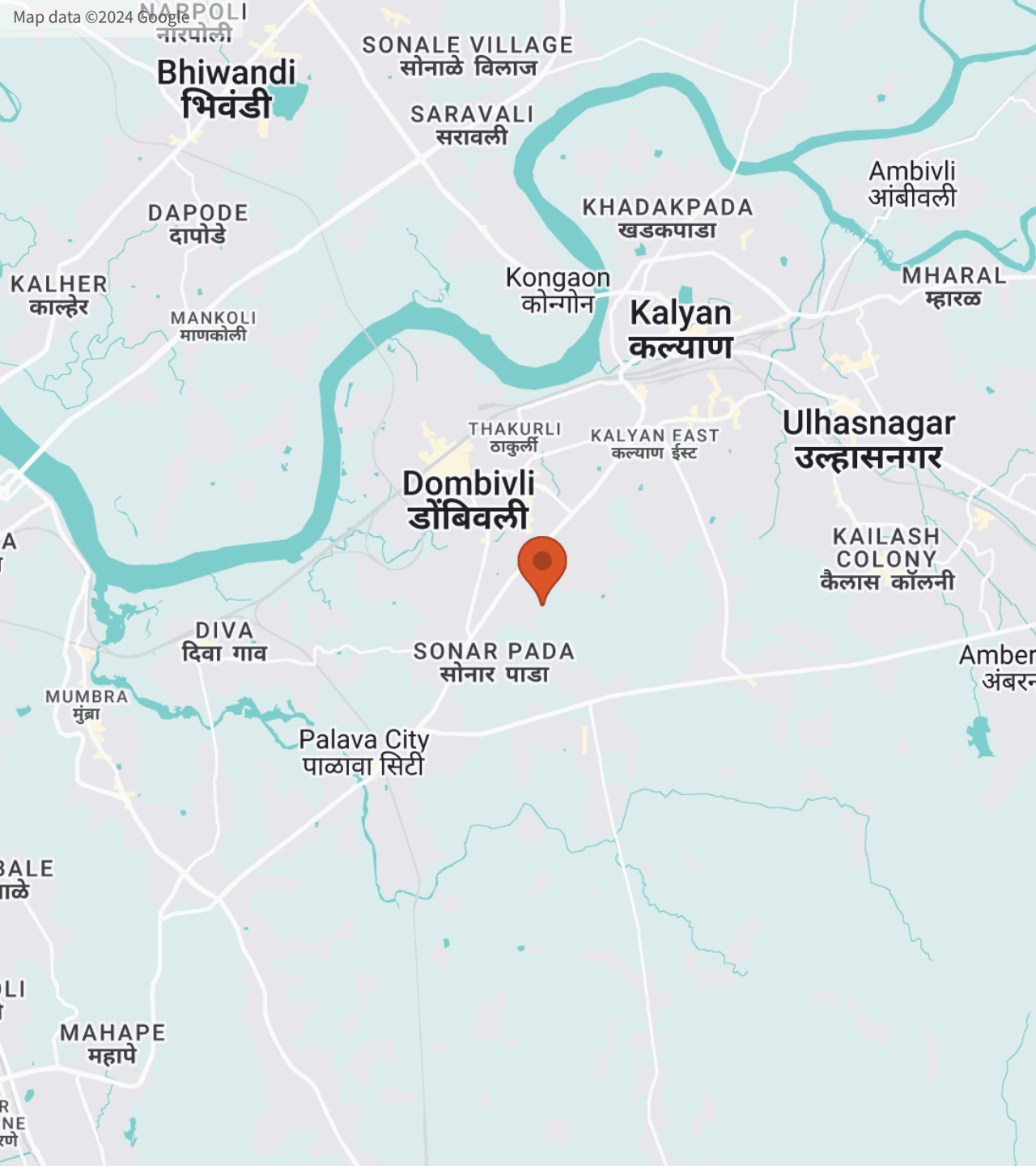
Implement robust quality control, safety protocols, and risk management strategies to minimize liability and ensure the safe use of your specialty chemicals.



Labeling and Hazard Communication

Comply with labeling requirements and communicate hazard information to customers and end-users to promote safe handling and transportation of specialty chemicals.

By staying up-to-date with relevant regulations, protecting your intellectual property, and managing product liability risks, you can navigate the specialty chemical market with confidence and ensure the safe and compliant delivery of your products.



Contact Me

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