

## CURRICULUM VITAE

### **SUJAY S. SHINDE**

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#### ❖ **Objective:**

To be part of an organization, where initiative, trust & ethics are the keywords, here my skills, experience are utilized to the optimum & where I can contribution to the utmost for the betterment of the company. Wish to move with high growth company like this where more knowledge & greater job satisfaction can be achieved.

#### ❖ **Experience Details:**

1. Currently working as **Area Sales Manager (Instrumentation)** in **Aczet Pvt. Ltd., Andheri.**

[Oct 19-Till date]

- Handling Lab Instruments like Spectrophotometer, Polarimeter, Colorimeter, Ultrasonic Cleaner, Melting Point Apparatus. Also handling Lab Balances (EMFC/Load Cells), Industrial Scales, Weighbridge.
- Generate new client for above mention SIPL partners & managing Team Membes.
- Suggest the best product to client depending upon customer technical as well commercial requirement.
- Give Demonstration of product to customer.
- Maintain good relationship with existing customer.
- Tackle the enquiries of different customer through internet.
- Follow up of customer to payment, new requirement.

2. Worked as **Quality Manager** in **Power Plastic Factory, Ajman, U.A.E.**

[April 18-July 19]

- Testing Physical dimensions of Various types of a UPVC Pipe.
- Testing Physical characteristics of UPVC pipe for different standards (Viz. Impact testing, Reversion, Tensile Testing, Pressure testing, Vicat Softening Point, etc.).
- Giving suggestions to production team as per quality requirements of UPVC Pipe.

3. Worked as **Sr. Sales & Service Engineer** in **TechnoValue Solutions Pvt. Ltd.** **[April 14-March 18]**

- Product manager for Bettersize, Cordouan, Donner & TSI Principal.
- Handling Particle Size & Shape Analyzer, Nano Sizer & Zeta Potential, UTM, Ventilation & HVAC Products.
- Related to Engineering, Maintenance, QC, QA and R&D Department instruments.

✓ **SALES ACTIVITIES:**

- Generate new client for above mention SIPL partners.
- Suggest the best product to client depending upon customer technical as well commercial requirement.
- Actively participate in tender process.
- Give Demonstration of product to customer.
- Maintain good relationship with existing customer.
- Tackle the enquiries of different customer through internet.
- Follow up of customer to payment, new requirement.

✓ **SERVICE ACTIVITIES:**

- Attend the customer complaints assign by head office
- Diagnose the problem and give the proper solution
- Given a demonstration to the customer. For sale of product.
- Installation of instruments on customer site.
- Taking care of AMC (Annual Maintenance Contract).
- Maintenance and Calibration of instruments as per call or maintenance schedule

4. Worked as **Staff Assistant** in **Karvy Data Management.** **[Dec 12-Aug 13]**

- Team Coordinator.
- Inward, scanning-uploading of forms.
- Data entry operating.

❖ **Education:**

- **B.E Electronics & Telecommunication Engg** Passed in Second class [**53.73%**] from **D.Y.Patil COE, Akurdi** from **Pune University.**
- **HSC** Passed in First class [**68.50%**] from **D.B.J. College, Chiplun [Ratnagiri]** from **Kolhapur Board.**
- **SSC** Passed in First class with Distinction [**86.93%**] from **U.E.School, Chiplun [Ratnagiri]** from **Kolhapur Board.**

### ❖ Curriculum Project:

#### “MICROCONTROLLER BASED CALL RECEPTION CONTROL ON BIKE”:

In our project, the incoming call is handled automatically if the user is riding on bike. The incoming number is displayed on the display to decide whether to receive the call or not. If not, then the call is automatically rejected and a message is sent to the caller.

### ❖ Hobbies:

- Reading books, Listening music.

### ❖ Strengths:

- I am active team player and an organized leader.
- I have faith in myself and I don't stop until the goal is reached.
- I have excellent grasping power and have willingness to learn.
- I quickly adapt to new environments and technologies.
- I have ability to work under pressure and my positive attitude.

### ❖ Personal Details:

- Date of Birth : 21<sup>st</sup> July,1988
- Marital Status : Married
- Gender : Male
- Nationality : Indian
- Religion : Hindu
- Languages : English, Hindi, Marathi
- Perm. Address : B-5, Matoshree Apt., Opp. Bhandhkam Bhavan, Mumbai-Goa Highway, Kaviltali, Chiplun, Dist:-Ratnagiri, Pin-415605

I hereby declare that the information given to the company is correct to the best of my knowledge and belief.

**Place:**

**Date :**

**(Sujay S Shinde)**