



Sandeep Agawane



B/102, Dharti Villa, Plot No. 80, Sector-35, Mansarovar, Navi Mumbai



+91 - 9768362470



sandeepagawane94@gmail.com





<https://www.linkedin.com/in/sandeep-agawane-4407a7135>

Summary

Junior Engineer (Proposal & Estimation Engineer) with over 3+ years of successful experience in Constructing Techno-Commercial Proposal and AutoCAD. Recognized consistently for performance excellence and contributions to success in the **Air-Pollution Equipment** industry. History of success in performing **cost calculations**.

Professional Experience

- **Company: ELEX India Pvt Ltd., Thane**  08/2018 - Presently Working
Designation: Junior Engineer – Marketing
 1. Checking the inquiry or tender documents of the client for the design of the **steel structures** like **Electrostatic Precipitator and Bag filter** for Boiler, Sponge Iron, and Pellet Plants, etc.
 2. Preparing equipment sizing with reference to the data provided by the client & comparing it with our existing jobs.
 3. Structuring the problem of the project and discussing with the managers for solutions.
 4. Floating inquiries, **negotiations**, and follow up with the existing suppliers/manufacturers or **searching for new vendors**
 5. **Producing the cost estimates**, schedules, and **project specifications for proposals**.
 6. **Analysis of project cost** concerning our previous orders
 7. Making and Submission of **Techno-Commercial Proposal** as per the client requirement
 8. Attending technical meetings or follow up with the client about project status.
 9. After receiving an order from the client, developing **SODS (Sales Order Data Sheet)** in connection with Purchase Order and distributing it to all departments
 10. **Arranging kick off meeting** for order and solving all queries of all departments.
 11. Distribution of Billing Schedule (i.e. **Bill of Material**) to the Project Department.
 12. Analyzing the current **market trends** as well as customer requirements and researching the business problems.
 13. Supporting the design team and project team for their doubts about projects
 14. Created excel datasheets for smooth calculation of areas, weights, power, and motor ratings.
 15. Giving company presentations to the new clients & generating leads.
 16. Utilized **AutoCAD** to complete renderings of full project designs and individual components.
- **Company: Accenture Solutions Pvt Ltd., Airoli**  11/2017 - 08/2018
Third-Party Payroll of Maintec Technologies
Designation: GIS (Geographical Information System) Analyst
 1. I have worked as a **Technical Support** for an Australian Telecom Service Providing Client
 2. Experienced in FTTN (Fiber to the Node) Process.
 3. We traced the paths on AutoCAD up to the customer premises from the cross-connect unit.
 4. Expert on **AutoCAD, Spatial Net tools**
 5. Performed the role of SME in the end-to-end Copper Path Process.
 6. Network design fallouts corrections & traceability of the copper network.
 7. Load GML & XML data of Copper network in Spatial Net & remediation.
 8. Run **Copper Cable Inference Tool**, PNI Copper Path report Communication with Onshore team for LOC ID Mismatch issues.
 9. Supported various internal teams in high volumes.
 10. I had given training to almost 20+ new joiners.

Skills

- AutoCAD, MS Office Tools (Word, Excel, Power Point), VLOOKUP, Technical Analysis, Negotiation, Project Estimation, Planning, Vendor Development, Proposal Writing, Power Point Presentation, Data Analysis, Automation, Market Research, Market Forecasting, Competitor Analysis, Business Research, Research Analysis, Internet Research, Business Analysis, Supply Chain Management, Sales, Business Development, Consulting, Training, and Development

Education

- **Konkan Gyanpeeth College of Engineering, Karjat** 2017
University of Mumbai
Bachelor of Mechanical Engineering
Graduated with a CGPA of 5.37

Projects

- **Design and Development of Vacuum Lifter**
It is an efficient option for transferring light-weighted granular particles from one place to another place in an Industrial environment and eliminated the dependability of huge, costly conveyor belts.

Certifications

- N.C.C, MS-CIT, AutoCAD, Summer Internship Certificate from Godrej and Boyce Manufacturing, Business Development and Technical Training Program by MITCON.

Achievements & Awards

- Appreciation letter from Accenture team for Good Work.

Language

- English, Hindi, Marathi

Activities

- Participated in Blood Donation Camp and Active Blood Donor.
- Participated in N.C.C Camp at School Level

Personal Details

- Nationality : Indian
- Marital Status : Unmarried