

Ghadge Mahesh Vijay

BE ELE

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Motivated and detail-oriented sales professional with 8.7 years of supervisory experience seeking a management position. Seeking an opportunity to apply my advanced knowledge of sales and Marketing and my experience with team-building and staff development.



Skills

Strategic Thinking & Leadership

Customer Focus & Analytical skills

Schematic drawing

Forecasting & Negotiation.

Cold Calling.

Business Development.

Customer Service.



Work History

2023-07 –
Currently
Working

Manager Sales and Marketing

TNBI Industries Pvt Ltd, PUNE

- 1) Enquiry Generation from designated area, technical discussion with client
 - 2) String Communication Skill and Conduct Techno-commercial meeting with clients Preparing offers, Negotiation and Closing Order
 - 3) Development market in different industry segments
 - 4) Maintaining professional relations with client Know How about Chemical, Petrochem, Metal, Mineral, food & Pharma industry etc....
 - 5) Handling all techno-commercial aspects of proposal management, Including scope development, Pricing, Compliance and issue resolution.
 - 6) Possessing technical acumen to understand the customer's requirements and aware about various instrumentation/ machines inside the plant.
 - 7) Travel all over India
 - 8) Interfacing with the product and other functional teams to leverage their expertise and create value proposition for customer.
 - 9) Measuring on proposal timelines, Proposal budget/Costing, Volume handling technical & Commercial queries orders.
 - 10) Developing sales and Marketing strategies to achieve target, Building and maintaining the strong relationships with customers and addressing concerns.
- Technical knowledge of **Scrubber, Bag Filter, Pneumatic Conveying, All types valves, Centrifugal pumps, Transmitter, Analyzer, Flowmeter, pressure Gauge, HE etc**

2022-04 –
2023-07

Marketing and Process Executive

Raj Deep Envirocon, PUNE

- Preparation of technically and commercially correct Sales Quotations as per customer enquiries.
- Response to customer's technical queries and co-ordinate with External Sales for closing of orders.
- Sales and service-related correspondence with channel partners and customers.
- Understand the key long-term and short-term global objectives of the Company, as conveyed by the team leader.
- Understand the Sales/Marketing platform for the year as decided for Company every year & support Sales in achieving these objectives.
- Organizing of visits (customers/representatives/service)
- Generating presentations, statistics, market analysis in Support of the sales colleagues and the regional/branch annual business plan.
- Assisting in departmental/branch reporting for MIS.
- Assisting the team leader in compiling data for profitability monitoring and control.
- Technical knowledge of **Dust Collection Systems, Pneumatic conveying systems – Lean phase and dense phase conveying systems, Batching plant, Formulation Plants, Bag Filters, Centrifugal fan, Lump breaker/ Hammer Mills / Storage Silo, Rotary Air Lock Valves, Malt Handling systems, Grain Handling systems, Screw Conveyors & Many more Equipment's.**

2018-04 –
2022-03

Sales and Service Coordinator

Samson Controls Pvt Ltd, Pune

- Visited customer locations to assess equipment functioning and develop repair plans.
- Performed industry tests and evaluations of performance in order to collect data and optimize equipment.
- Drafted failure analysis reports in system and prepared quotations for repair.
- **Sales and Marketing of Control valve and its accessories such as limit switch, SOV, Pressure Gauges, Air Filter Regulator, Position Transmitter, Electro pneumatic positioner, Heart Communicator 375, PRVS, SOTC, SOPC, Booster, Butterfly valve, Ball valve Globe valve, Electric Actuator**
- Developed and maintained broad knowledge of applications and industry activity to stay aware of trends, issues and competitions.
- Created relationships with key decision-makers and served as external technical spokesperson.
- Tested and checked performance of hardware and software programs.
- Engaged in first-level support for customers requiring routine support and troubleshooting.

2015-08 –
2018-03

Field Sales and Service Engineer

Volfram Systems Pvt Ltd, Pune

- Create solutions to problems Solve problems which arise in planning, prioritizing, organizing, directing/facilitating action and evaluating performance.
- Use systematic processes of collecting, analyzing, and synthesizing information to evaluate current practice and generate new understandings about practice.
- Tested equipment performance and demonstrated operation and servicing of equipment to customer.
- Sales and Servicing experience of steam related equipment's as well as Systems such as **Steam Trap, TD Trap Module, Condensate Recovery Pump, All Types of controls Valves, Actuator, Pressure Reducing valve, Pressure reducing Station, Safety Valve, Level Sensor, Pressure Regulating Controller, Self-Operated pressure**

Controller (SOPC), Self-Operated Temperature Controller (SOTC), Non Return Valve (NRV)

- Facilitated communication between office personnel, subcontractors and customers.
- Managed administrative tasks such as maintaining customer service logs and internal service records.



Education

2009-03

S.S.C

SFJV Marathi Madhya. Vidya., Chinchwad, Maharashtra State Board - PUNE

GPA: 81.07

2011-02

H.S.C

SFJV Jr. College, Maharashtra State Board - Chinchwad, PUNE

GPA: 64.15

2011-05 -
2015-01

B.E: ELECTRICAL ENGINEERING

S.I.T, SINHGAD INSTITUTE - Lonavala, Pune

GPA: 62.53

2023-07 -
Pursuing

MBA in Professional Marketing

Symbiosis Skills and Professional University, Pune

Pursuing



Languages

English

Excellent

Marathi

Excellent

Hindi

Excellent



Certifications

PLC SCADA

Industrial Training Institute Aundh- 2 Months