

## **RESUME**

### **SHISHIR S. CHALWADI**

139/140 bhagyoday hsg. society near,  
Antrolkar nagar no-1, solapur - 413003

E-mail Add. : shishir.chalwadi@gmail.com

Contact No. : +91-9096220492

---

**Objective:** A competitive, goal oriented professional looking to apply knowledge of technical skills to cultivate prosperous relationship and exceed personal and professional goals.

---

### ***Educational Qualification:***

<b><i>Examination</i></b>	<b><i>Year of Passing</i></b>	<b><i>Name of Institute</i></b>	<b><i>Board / University</i></b>	<b><i>Marks (%)</i></b>	<b><i>Class</i></b>
<b>Advance Diploma in Fire and Safety Engineering</b>					
A. D.F.S	2018-19	Ikon College of Fire and Safety Management Solapur	N.F.S.C Aurangabad	62.05%	First Class
<b>Diploma in Mechanical Engineering</b>					
D. M. E.	2009-10	S.E.S. Polytechnic Solapur	M.S.B.T.E Mumbai	49.92%	Second Class
<b>Higher Secondary School Certificate</b>					
H. S. C.	2002-03	Sangmeshwar College Solapur	Pune Board	52.17	Second Class
<b>Secondary School Certificate</b>					
S.S.C.	2000-01	Modern Highschool, Solapur	Pune Board	63.86%	First Class

### **Computer Knowledge:**

**Operating System:** Windows XP, Windows 2000.

**Application Software:** Autocad 3d, MS-CIT with 88 % in 2006.

### **Experience:**

- **Sales Engineer from Asian Elevators Pune from April 2012 to February 2014.**

- Responsibility to Sales lead generation.
- Daily Site visits.
- To acquire new corporate clients in the specified region / market.
- To achieve the sales / revenue targets.
- Meeting with existing clients relation enquiry generation
- Meeting the Architects, Builders and Contractors or Decision making authorities to build strong relationship and bag business for the Company.
- Submitting Daily Sales report to immediate reporting authority.
- Meeting with existing clients relation enquiry generation.
- Take follow up of customer for installation payment.
- Collection of payment from customer.
- Maintaining good relationship with clients.
- Analyze market trends, customer's needs and competitive offerings and convincing clients.
- Preparing quotation and getting the orders with optimum profits to our company, which are matching the customer requirement.
- Preparing annual maintenance contracts.
- Conducting market survey and identify the potential client base for generating new business opportunities.

- **Technical Co-ordinator from Asian Elevators, Pune from February 2014 to February 2016.**

- Daily site visits.
- Site Visit to verify readiness of site for installation.
- Arrange technicians for installation of Elevator.
- Co-ordinate with Installation Head for material requirements.
- Co-ordinate with workshop Head for the material requirements.
- Making specification data sheet and spread it in all department.
- Resolve customer queries
- Attend daily meetings for reporting to business head.
- Take follow up of customer for installation payment.

- Take follow up of customer for readiness of site.
  - Meeting the Architects, Builders and Contractors or Decision to build strong relationship.
  - Submitting Daily report to immediate reporting authority.
  - Maintaining good relationship with clients.
- **Restaurants Manager from Rolls Mania ,Solapur from August 2020 to December 2021.**
- Maintain inventory and order supplies.
  - Collaborate with vendors and suppliers.
  - Manage and train front of house staff.
  - Manage staff and kitchen operations.
  - Oversea daily operations and scheduling.
  - Ensure cleanliness and safety of the restaurant.
  - Handled guest inquiries and feedback.
  - Handling customer complaints and resolve the issues.
  - Handle payments and process transactions.
- **Co-owner of Café Shawarma Hub Solapur, from April 2022 to December 2023.**
- Experienced in food industry with 2 years experience in customer service ,event management and staff planning .Proven success in developing marketing plans and increasing customer satisfaction.

***Hobbies:***

- Playing Snooker
- Listening Music
- Playing Games

***Personnel Details :***

**Birth Date** : 19<sup>h</sup> November 1985  
**Nationality** : Indian.  
**Marital Status** : Single.

**Languages Known :** English, Hindi, and Marathi.

***Declaration:***

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Signature**  
**(Shishir S. Chalwadi)**