



• Date of birth: 25 September 1984

• Nationality: Indian

VISHAL WASNIK

TECHNO COMMERCIAL MANAGER

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📍 46, Type 3, ESIC staff quarters, Andheri E, Mumbai, India, 400093. Passport No:Y5491485

PROFESSIONAL SUMMARY

A highly motivated Techno Commercial Manager with 15+ years of experience in developing strategic plans to increase sales revenue and profitability. I have a proven track record of successfully negotiating complex deals with customers and suppliers to increase customer loyalty, expand market share and maximize profits. My best qualities include excellent communication skills, the ability to think strategically and out-of-the-box, strong negotiation skills, a customer-centric approach, and the ability to develop trust-based relationships with clients. My key accomplishments include expanding the customer base by 20% within six months of joining the company and successfully leading the team in developing new business opportunities. I possess strong technical knowledge combined with an in-depth understanding of commercial aspects such as pricing, contracting and legal compliances. In addition, I have good organizational skills, ability to work under pressure and meet deadlines.

EXPERIENCE

• January 2019 - Now

Proprietor

Precepts Engineering / India, Mumbai

Proprietor at Precepts Engineering, India: Proudly served as Proprietor for almost 3 years at Precepts Engineering, India. Managed the overall operations of the firm, implemented and monitored strategic plans to ensure business growth. Provided effective direction while leading and motivating a team of 5 personnel.

- Developed and executed innovative marketing strategies.
- Established positive relationships with clients and suppliers.
- Successfully completed 10 projects within set deadlines.
- Ensured quality control with adherence to safety regulations.
- Optimized resources to reduce production costs.
- Streamlined processes for enhanced operational efficiency.

• January 2017 - January 2019

Sales Manager

Suparna Chemicals Limited / India, Mumbai

I was a Sales Manager at Suparna Chemicals Limited in India, from January 2017 to January 2019. During this time, I was responsible for:

- Developing and executing sales strategies
 - Directing the sales team to meet targets
 - Ensuring customer satisfaction
 - Analyzing sales performance metrics
 - Training and motivating staff
 - Negotiating deals and contracts
 - Building relationships with clients.
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• December 2015 - January 2017

General Manager

Svatin Enterprises / India, Mumbai

General Manager at Svatin Enterprises for two years, I was responsible for developing and executing strategic plans to drive business growth. My duties included managing teams, overseeing operations, and ensuring customer satisfaction. During my time there, I achieved the following:

- Led efforts to improve efficiency and profitability
 - Developed and implemented training programs
 - Established sales targets and monitored progress
 - Oversaw day-to-day operations
 - Facilitated customer relations
 - Generated reports on sales and revenue trends
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• April 2010 - November 2015

Marketing Manager

Protos Engineering Co. Pvt. Ltd / India, Mumbai

Marketing Manager at Protos Engineering Co. Pvt. Ltd (India) from 2010-04 to 2015-11. Developed and executed marketing strategies for the company, resulting in an increased customer base and sales growth. Managed and developed key relationships with customers and stakeholders while focusing on customer satisfaction. Responsibilities included:

- Developing marketing campaigns
 - Managing marketing budget
 - Analyzing market trends
 - Identifying new markets
 - Creating product awareness
 - Segmenting target market
 - Coordinating with suppliers
 - Increasing customer base
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• September 2008 - March 2010

Marketing Executive

Technochem Agencies Bombay Pvt. Ltd., Mumbai. / India, Mumbai

Marketing Executive at Technochem Agencies Bombay Pvt. Ltd., Mumbai., India (2008-09 - 2010-03):
Worked for over two years as a Marketing Executive in the Mumbai branch of Technochem Agencies Bombay Pvt. Ltd; responsibilities included:

- Developing and executing effective marketing strategies to increase company’s visibility
- Analyzing market trends and creating promotional activities
- Coordinating with sales team to ensure client satisfaction
- Developing customer relationship management plans
- Creating and managing advertising campaigns
- Building relationships with vendors and clients
- Conducting market research and competitor analysis.

• September 2007 - August 2008

Production Engineer

Kristeel Shinwa Industries Ltd / India, Mumbai

At Kristeel Shinwa Industries Ltd, India, I worked as a Production Engineer for one year. During my tenure I successfully managed the production line ensuring timely delivery of quality products. I was responsible for overseeing and managing daily production operations, while ensuring that safety protocols were followed and adhered to. I also handled team of supervisors and workers in the production line. My responsibilities included:

- Assessing production capacity and ordering necessary materials
- Implementing process improvements
- Managing quality control standards
- Coordinating with suppliers and vendors
- Troubleshooting any issues with the production process
- Ensuring safety compliance in the work environment

EDUCATION

• April 2013 - May 2016

Master of Business Administration (MBA)

Jamnalal Bajaj Institute of Management / India, Mumbai

• May 2003 - July 2007

B.Tech. in Chemical Engineering

Amravati University / India, Amravati

• March 2001 - February 2002

H.S.S.C

Nagpur Divisional Board / India, Nagpur

• April 1999 - March 2000

S.S.C.

Nagpur Divisional Board / India, Nagpur

SKILLS

Business Development
Expert

Networking
Expert

Sales Management
Expert

Negotiation
Expert

Problem Solving
Expert

Strategic Planning
Expert

Market Analysis
Expert

Customer Service
Expert

Budgeting
Expert

Vendor development
Expert

Purchase planning
Expert

Team Handling
Expert

PROJECT ACHIEVEMENTS

- January 2022 - December 2022

Achieved 12 Cr project for CBG from M/s BPCL, Mumbai

India, Mumbai

- January 2017 - January 2019

Achieved 32 Cr project for SCSR from WCL (Reverse Auction Tender)

India, Mumbai

- September 2008 - March 2010

Achieved 150 Cr project for Sea Water Desalination from NPCIL

India, Mumbai

LANGUAGES

- English

- Hindi

- Marathi

HOBBIES

- Reading

- Playing Basket Ball

- Traveling

COURSES

- 2018

'Entrepreneurs Development Program'

BPCL, RCF, MCED and UPGRADE

- 2021

'Meat Wafers Manufacturing' Training

CFTRI, Mysore.

EXTRA CURRICULAR ACTIVITIES

International, National level Paper Presentation on "Emulsion LiquidMembrane" and "Membrane Bio-reactor for Effluent Treatment".

Represented National, State level Basketball, University Basketball Team as Captain.

Attended **A++ Exhibition at Düsseldorf, Germany & Italy** in 2018-2019.

Worked with **Indo-Israel, Indo-German Chamber of Commerce** for bringing new Technologies in India.