

CURRICULUM VITAE

PRANIL PATEKAR

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Seeking a Challenging, Exciting and Rewarding Opportunity with an Organization of repute work driven environment which recognizes and utilizes my true potential to grow and develop, while nurturing my technical skills.

PROFILE:

- Qualified **B.E. (Electronics Engineering)** from **Padmabhushan Vasantdada Patil Prathisthan's College of Engineering** affiliated by **Mumbai University**.
 - Having Knowledge in **Network & Tele Communication Domain**.
 - Knowledge of **Industrial Automation Solutions, Sales & Marketing, IT'S Infrastructure & Bid Management System**.
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KEY SKILLSETS:

Lead Generation, Relationship Management, Negotiation Skills, Sales Skills, Social Media Management, Data Analytics, Creativity, Adaptability & Leadership Skills, Bid Management System, Evaluation of Complex RFP, Documentation, Research Analysis, Client focused compelling Skills.

EDUCATIONAL CREDENTIALS:

Post-Graduation Diploma Business Management 2018

Narsee Monjee Institute of Management Studies 56%

Develop and analyze basic understanding of running a business organization and its functionality, Apply the principles of management in real life corporate scenario case to case, Prepare and manage business models with domain expertise for various models and strategies.

Projects and Case Studies Undertaken:

UK Prosperity Fund Program in India & Investment (June 2018)

Business Process Re-engineering of any PSU in India (Dec 2017)

Entire Functional Operations Management of Nestle International (April 2017)

Initiatives of Make in India & Digital India (Dec 2018)

B.E Electronics 2015

Padmabhushan Vasantdada Patil Prathisthan's College of Engineering, Mumbai University 67%

DIPLOMA 2011

Maharashtra State Board of Technical Education 72%

SSC 2007

Maharashtra State Board 67%

WORK EXPERIENCE

Working for **BDO India LLP** as **Executive – Research Analyst for Business Advisory Services / Risk Advisory Services for Government Sector** from May 07th 2018 till date. **(Contractual)**

EXPERIENCE SUMMARY

- Extensive secondary research and writing articles, making analysis and evaluation of certain data and information, presenting it as per need. Planning and important decision making, GTM Strategy, Sales & Business development strategy for Government and Public Sector.
 - Project management implementation & IT Strategy in Government Sector, Keeping a tab on latest news and amendment, projects in North east Region. Responsible for Business development perspective for entire South & North East regions for Government & Public Sector.
 - Having experience in evaluating complex tenders and responding to various bids, attending pre-bid meetings, responding to various rfp's and handling entire bid cycle.
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WORK EXPERIENCE

Working for **C-Square Info Solutions** as **Customer Support Executive / Sales & Marketing for Pharmaceutical based Retail Chain Management Software, GGSFA, Qlik Analytics & BI Development** from October 27th 2017 to April 30th 2018.

EXPERIENCE SUMMARY

- Interacting with customers for database and solving problems remotely and giving timely solution and updates regarding the software, up gradation exe working and other technical queries and solutions.
 - Giving demo to customers and training regarding all the software and updates timely, attending sales call and converting customers for the same.
 - Giving demo on all pharmaceuticals software and sharing useful and important insights to the customer from smart business point of view and usage and other aspects as well.
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WORK EXPERIENCE

Working for **Algorisys Technologies** as **Business Development Executive** for major **Data Analytics & BI Consultancy “IBM and Qlik “form** February 20th 2017 to July 31st 2017.

EXPERIENCE SUMMARY

- Interacting with customers for software and service license need of Data Analytics, BI Tools, & Qlik software licenses and pitching right products.
 - To generate leads, sending and negotiation on purchase orders, invoice and value orders, meeting customer requirements, execution and completion of projects.
 - Driving sales initiative and desired targets with overall responsibility building consumer preference and drive volumes.
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WORK EXPERIENCE

Worked in **Proglity Technologies** as **Sales Engineer** in **Voice & Data , Enterprise Solutions Project Management & Development** team from November 02th 2015 to February 15th 2017

EXPERIENCE SUMMARY

- Going out in market, sniffing right business prospects doing brand promotion market value knowing their current technical setup pitching right products and solutions for customers till the closure of a project.

- Interacting with customers for communication system requirements in core electronics Instruments, electrical, mechanical parts and peripherals.
 - To generate leads, sending and negotiation on purchase orders, invoice and value orders, meeting customer requirements , execution and completion of projects.
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PROJECT UNDERTAKEN AS A PART OF ACADEMIC CURRICULUM:

Project: “Automated Hydro test On A Job Using PLC” (Industrial) June 2014 – Nov 2014

Project: “Retrofitting & Automation in CNC Machine” (Industrial) Dec 2014 – April 2015

Project: “Wireless Multimeter Using Zigbee Technology” (In-house) July 2010 – April 2011

MINOR PROJECTS:

- 1) Water Level Indicator
 - 2) Mobile Battery Charger
 - 3) Twilight Switch/Listening Bug
 - 4) Playing Music Through Keypad Using 8051 Microcontroller
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INDUSTRIAL TRAINING:

- Inplant Training At **Doordarshan Kendra , Worli** 01th -06th July 2013
Explored Functional Area: Transmission Production System, Field Production System, Studio Lighting System, Earth Station System.
 - Worked As Industrial Trainee In **Mazagon Dock Limited , Mumbai** 02th Sept-30th Oct 2014
Explored Functional Area: Marine Tools and Fitters, Rotomolding Casings and Pipes, Shipbuilding Electronic Shop, Electrical and Weapon , FOB .
 - Worked As Project Trainee At **L & T Heavy Engineering , Powai Campus** 19th June 2014 - 30th April 2015
Explored Functional Area: Software and Hardware Designing Panel Designing , Wiring Diagram , Tig Welding , Assembly Units , Electrical & Transformer Designs , Studing various cad drawings , PLC Ladder Logic Rx-Logix 1200 , Designing Flowchart for any Industrial Projects , Modification of Fixtures , Development of System , Probe and Wire Connection , Troubleshooting.
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PERSONAL INFORMATION:

- **Languages Known:** English, Hindi and Marathi
 - **Date of Birth:** 04-06-1991
 - **Residence:** Mulund East, Mumbai 400081 Maharashtra.
 - **Interests:** Travelling, Mountaineering, Running and Cycling.
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