

# Nikhil Dambal

---

Bhoomi Breeze 804,L wing, Raheja Estates,  
Kulupwadi road, Borivali (E) Mumbai- 40066

E: [nikhil516@gmail.com](mailto:nikhil516@gmail.com)

C: +919004474176 | 0831-2482039

---

## PROFILE SUMMARY

- Offering over 2.9 years of experience in OPERATIONS & BUSINESS DEVELOPMENT
  - Possess knowledge in providing customer service to diversified business segments such as Automobile, Steel and Paper Industries, drive their business performance and ensure customer satisfaction.
  - Experience in analysing customer requirement and ensure product meet customer requirements appropriately.
  - Experience in preparing reports and handling complete backend activities smoothly.
- 

## Experience Summary

**ITW Signode Ltd, Hyderabad** (August 2011 - May 2014)

**Profiles Handled:** Operations (Field Engineering) and Business Development.

**Departments:** Paper & Automobile segment and Supply Chain Management.

- Handling of key account customers such as ITC PSPD, Dr Reddy's Labs, Coca Cola etc.....
- Through regular co-ordination, streamlined the material planning at customer end resulting to smooth supply of material throughout the year.
- Added value to customer's existing process by undertaking initiatives such as Time and Motion Studies which led to productive utilization of time). Was assigned the role of leader for "Skill Development Pillar" for Lean management Implementation at customer end
- Supported customers in process management by proposing and supporting in various automation projects.
- Managed in settling old pending manpower compliance concerns leading to increase in site margins.
- Worked as a Functional Lead for Supply Chain Dept for Material Tracking System projects, this involved business requirement gathering and detailed documentation to ensure nexus with the backend IT team for solution development.
- Proposed and successfully installed automated printing and labeling solution for Coca Cola, leading to reduction of printing errors and increase in productivity. Received appreciation from organization for the same.
- Was responsible for Business Development for "Automated Labeling Solutions" across South Region. Developed business by proposing value for customers namely JSW, Biocon, Coca Cola....

## Volunteer

Art of Living (Non profitable organisation)  
(August 2010 - Present)

- Worked as a volunteer for organising YES!+ (Art of Living) workshops in Belgaum, today more than 1000 students have successfully completed the workshop.
- Organized and Co-ordinated D.S.N (Divya Samaj Nirman) Workshop, the first of its kind in Belgaum
- Took Art of Living courses for rural students under “MANAVTHE”, a project undertaken by Govt. of Karnataka for empowerment of youth.
- Undertook and Co-ordinated development programmes on hygiene by organizing Medical and Dental Camps at various villages surrounding Belgaum.

## Scholastic Qualifications

### **PGPM**

ICFAI University | IBS Business School - Mumbai.

2015 | **7.65**

### **Bachelor of Engineering (Industrial & Production)**

Viswesvaraya Technological University | Gogte Institute of Technology, Belgaum

2011 | **69.7%**

### **PUC 12 (PCMB)**

Karnataka PU Board | Govindram Seksaria Science College, Belgaum

2007 | **60.00%**

### **SSLC / 10<sup>th</sup>**

Karnataka Board | St. Xavier's High School, Belgaum

2005 | **80.32%**

## Skills and Trainings

- IT Skills : Advance Excel, Microsoft office offerings and C Programming
- Underwent “Need Satisfaction Selling” and “Value Added Selling Programme” at Hyderabad.
- Underwent training program on Hydraulics & Pneumatics conducted by REXROTH-BOSCH in Mysore.

## Hobbies and Interests

- Writing ( Articles, Short Stories, Poems)  
(<http://nikhiljgd.blogspot.in/>)
- Music, Reading and Teaching.

## Languages

Full professional proficiency: English and Hindi

Native or bilingual proficiency: Kannada and Marathi