

Pathik Y. Maheta

Posses 7+ years of experience working for a diverse group of organizations and clients.

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EXPERIENCE

Infonium Technologies, Ahmedabad (BDE)

May 2023 - PRESENT

Finding and closing new leads. Manage and handle end to end sales funnel. Managing record of sales revenue and important data. Coordinating with the developers team for project planning and execution. Handling domestic / International clients.

Ubrain studios pvt ltd, Rajkot (BDE)

December 2017 - May 2023

Finding new leads by cold emailing, bidding portal and linkedin. coordinating with the developers team.

Self employed, Ahmedabad — Consultant

March 2016 - December 2017

New Engineering project consultation and marketing. Product design and validation, Mechanical CAD modeling, FEA, CFD, Engg. Calculation.

Ambica Hydraulics, Ahmedabad (Design engg.)

March 2014 - Feb 2016

Designing modeling of Hydraulic press, MS excel calculation, Nesting and BOM, Structural analysis, CFD of plates and fluid subassembly.

ISRO-SAC, Ahmedabad (Design engg.)

July 2010 - Feb 2014

Designing modeling of satellite antenna system and sub system, 2D drawings, layout design, analysis and final release.

EDUCATION

IGNOU, Ahmedabad (MBA- Operations)

March 2012 - April 2014

NMU, Bhusawal (BE - Mech.)

Jan. 2007 - Dec. 2010

SKILLS

Sales, Lead generation
Pricing & Negotiation
Business expansion.
Project Management
Team Player

Interest

Microsoft Products
Automation Tools

Industry Experience

HealthCare
Engineering
software as a service (SaaS)

Certification

ANSYS
SolidWorks
CREO

Social

[Linkedin.com/in/pathik-m](https://www.linkedin.com/in/pathik-m)
twitter.com/pathik485

LANGUAGES

English, Hindi, Gujarati