



## Saad Topiwala

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**Date of Birth:** 23<sup>rd</sup> August 1995

### Academic Qualifications

Qualification	Name of the Institution	Year	Percentage / CGPA
Post Graduate Programme in Business Administration	Indo-German Training Centre, Bengaluru	2016 - 2018	75%
B.E. (Mechanical)	Gandhinagar Institute of Technology, Gandhinagar	2012-2016	7.17 CGPA
H.S.C. (12 <sup>th</sup> Std.)	C.U. Shah Higher Secondary School, Ahmedabad	2012	72%
S.S.C. (10 <sup>th</sup> Std.)	Amrit Jyoti School, Ahmedabad	2010	79.54%

### Additional Qualifications

- Completed Level A1-Deutschkurs from Goethe Institute, Bengaluru

### Professional Experience

**Rittal India Pvt Ltd**

**Jan 2018 - Present**

**Department: Sales**

- Responsible for handling sales and business development in the Pune Region and outskirts for various range of SBU products of Rittal.
- Handling direct and channel sales with customer centric approach and continuous engagement at OEMs, System integrators and End customers.
- Delivering end to end support to customers by providing product knowledge, assistance and desired solutions. Also was involved in project business for turnkey projects
- Actively engaging in Product Training, Seminars, Exhibitions etc.

### Practical Training

**Bosch Ltd. (Phase-II)**

**Aug 2017 - Nov 2017**

**Department: Automotive Aftermarket**

- Sales and marketing in Telematics
- Business development for off-Highway vehicles
- Evaluation for Government Tenders Potential

**Bosch Ltd. (Phase-I)**

**Nov 2016 - Feb 2017**

**Department: Logistics and Supply chain**

- GRN-ALPE scan in Inbound Logistics
- Planning and Implementation of RFID Transport Kanban
- Standard Returnable with Klt's from suppliers

### **Internships during Graduation**

**Windsor Machines Ltd**

**Aug 2015 - Oct 2015**

**Department: Production**

- Optimization of Feed screw and Barrel in Pipe Extrusion machine

### **Academic Projects during PGPBA**

- Capstone Project – Karate Coaching Academy
- Diffusion of Innovation –B2C
- Business Analytics – Retail Management
- Entrepreneurship-Go School

### **Achievements**

- Awarded as the best business unit Sales Award-2018 in Rittal India for MH&Goa.
- 1<sup>st</sup> in class team presentation-Industrial Marketing at IGTC
- 1<sup>st</sup> in Assembly event of Automobile Engines in LG College (Techventure)
- 1<sup>st</sup> in Mathematical Aptitude Event in GIT College (TechXtreme)
- 3<sup>rd</sup> in Karate Tournament

### **Co-curricular Activities**

- Participated in cancer awareness programme
- Participated in Health and safety programme
- Participated in State level Hockey championship

### **Interests**

- Playing outdoor games (Cricket and Hockey)
- Cooking
- Travelling