

Bhargav Solanki

Assistant Manager at Alpine Health

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in bhargavsolanki

L Ahmedabad, Gujarat - India



Education

- MBA in IBM - Pursuing [Started in Aug 2022 at Rai University]
- B.E. in Mechanical Engineering
Government Engineering College, Bhavnagar
~ Jun 2019 CGPA - 7.59/10
- Higher Secondary School Examination (GSHSEB)
Tirupati Vidyalaya, Surendranagar
~ March 2015 Percentage - 79.00%
- Secondary School Examination (GSHSEB)
Tirupati Vidyalaya, Surendranagar
~ March 2013 Percentage - 88.33%

Professional Experience (4 Years +)

Alpine Health (1 Year)

Assistant Manager

~ Jan 2022 - Till Now

- Managed International business for various Medical supplies.
- Successfully developed and implemented aggressive sales & business strategies in order to enter in new market.
- Improved KPI by doing root cause analysis for different Operational problems and smoothen the Operations.
- Achieved weekly & monthly targets of sales with the help of team.
- Initiated developed & nurtured relationships with new clients.
- Identified, solicited & secured qualified strategic partners & suppliers.
- Plan build launch and maintain operations.
- Negotiating and Approving contracts with Global Partners.

S. S. White Technologies Pvt. Ltd. (3 Years)

International Business Development Manager

~ Feb 2020 – Dec 2021 (2 Year)

- Developed new part design as per customer requirements.
- Expand the business Specially in US by making New Customers.
- Determining the best way to adapt existing products and services for a global marketplace.
- Done the Highest Selling of month March 2021 in US.
- Done PFMEA as per IATF 16949 & conducted meetings with CFT.
- Process Trainer for new supervisors & operators.
- Every month Doing meetings with existing Customer to maintain healthy relations.

Business Development Engineer ~ April 2019 – Jan 2020 (10 Mon)

- Done In-house marketing to our clients based at US.
- Identifying & analyzing global market trends.
- Demonstrated different products in exhibitions in India as well.
- Improved existing processes using SPC.
- Done Rejection Analysis & conducted weekly meetings.

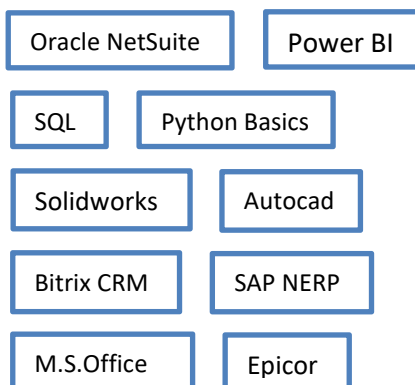
Manufacturing Trainee Engineer ~ Jan 2019 – Mar 2019 (3 Mon)

- Analyze all the operations & updated skills according to industry standards, Importance of each operations for a complete product as well as how to handle the operators to get maximum output.
- Implemented 5S technique. Improved plant layout accordingly.

Career Objective

- I firmly believe in Do what you love, love what you do. An enthusiastic Mechanical engineer seeking the position where I can utilize my training & skills, while making a significant contribution to the success & growth of the organization.

Technical Skills



Field of Interest

- Management Representative
- Project Management
- Process Development
- Process Trainer

Languages

- English | Hindi | Gujarati

Soft Skills

- Leadership Quality
- Excellent Communication Skill
- Adaptive thinking
- Ability to Work Under Pressure
- Team Management Ability

Achievements

- Awarded with best employee at Alpine.
- Won 2 times "Employee of the Month" award in six months at SSW Tech.
- International certified career coach
- Got 1st rank in ARTIFILIA National level event held at MSU College Vadodara.
- Got 2nd prize in CHESS competition & Gully Cricket in State level Eklavya Techfest.