Sujit Dube

Looking at new opportunities to leverage my 10 years professional experience in a New Business Sales capacity to have an immediate impact on new business revenue while increasing profitability.



Email: sujit0462@gmail.com Phone: +91-9967460094



**Work Experience**

**04/2015 -04/2016 Sitra, BAHRAIN**

**Sr. Engineer - Sales**

TRUST INTERNATIONAL TRADING W.L.L

MEP, HVAC Trading Company in Kingdom of Bahrain & GCC.

**Tasks/Achievements**

 Personally meeting clients for new enquiries & to Confirm orders over our sent quotations.

 Coordinating with our Principles for procurement of material & ensuring timely delivery with best price.

Add: New Panvel, Navi Mumbai, M.H – INDIA Skype: sujit.d



**Skills & Competences**

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Goal oriented



Future focused



Verbal & written communication



Leadership



|  |  |
| --- | --- |
| Generating sales revenue including sales payment follow-up with the | Creativity |
| clients. |  |
| Prepared presentations for trading products including company profile/ |  |
| catalog. |  |



**01/2014 - 03/2015 Taloja, Navi Mumbai**

**Assistant Manager – Marketing & Sales**

UNITED VAN DER HORST LTD

Company majorly deals in Manufacturing & reconditioning of Hydraulic Cylinders & equipments.

**Education**

MBA - Marketing (2012 – 14) from K. C. College of Management Studies & Research, Thane.

**Tasks/Achievements**

 Spearheaded activities for maintaining current account & generating new business.

 Preparation of tender documents and tender submission.

 Handling of price negotiations & settlements with the clients.

**07/2010 - 07/2012 Koperkhairne , Navi Mumbai**

**Engineer – Project Sales**

PATVIN ENGINEERING (P) LTD

Design, Manufacturing, Assembling, Installation & Commissioning of Auto-Ancillaries & spares of Paint & Sealer Circulation system for major Automobile Organizations.

**Tasks/Achievements**

 Designing & Engineering of Fluid Handling system (Paint & Sealer) majorly for Automotive Industries as per client’s requirement.

 Working Projects- Volkswagen, Mercedes Benz, Tata Motors, M & M, Toyota, General Motors.

**02/2009 - 07/2010 Jogehswari, Mumbai**

**Management Representative/Q.A Engineer**

ANSON ELECTROMECHANICAL & ANCORP

ELECTRICALS

Manufacturer of horizontal and vertical openwell submersibles and monobloc pumps & Switchgears

**06/2007 - 01/2009 Nerul, Navi Mumbai**

Bachelor in Mechanical Engineering (B.E Mech-2005) from Terna College of Engineering,

Diploma in Mechanical Engineering (DME-2002) from Government Polytechnic Pen



**Achievements**

Computer Proficiency in AutoCAD, Pro-E Wildfire, Microsoft Project, Microsoft Oﬃce.



**Languages**

ENGLISH HINDI

Expert Expert

MARATHI

Expert



**Interests**

Technology | DIY Projects | Travelling | Workout

**Quality Assurance Engineer**

PENNWALT INDIA LTD

Manufacturer of Separation Equipment’s for Chemical Processing Bio Technology applications.

**09/2005 - 05/2007 Andheri, Mumbai**

**Trainee/Junior QA Engineer**

PORTESCAP INDIA PVT. LTD

Manufacturers of brushless DC, brush DC, can stack motors, disc magnet motors.