

CURRICULUM VITAE

Name: Danish Shaikh

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CARRIER OBJECTIVE:

Seeking responsibilities and challenging job, where my knowledge, technical skill and efforts will be best utilized for achieving organizational goals and now looking forward to a making a significant contribution to the Engineering department of an organization that offers opportunities for progression.

WORK EXPERIENCE:

➤ **Sales Engineer – HVAC (Bombay Creative Display Solutions Pvt. Ltd.)**
September 2017 To Present

- Developing a marketing team to implement strategy & delivering on objectives.
- Understanding Design, maintenance and operation of HVAC System like Chillers, Cooling towers, Primary and secondary pumps, various types of AHU, FCU, VCD, VAV, Dampers, DDC panels, Controllers, Sensors and Actuators.
- Experience of installation and commissioning of HVAC Systems and Building Management system
- Preparation of input/output module summary, selection of sensors, control valves and dampers.
- Perform building heating/cooling load calculations, size and select equipment, design HVAC systems (Low and high side), knowledge of building management system and its operations, understanding of pressure drop calculation methods.
- Interacting with clients and project management team.
- Calculate and analysis Efficiency of Chiller and AHU at site, effectiveness of cooling tower, load calculations of chiller.
- Attending customer calls and updating weekly status reports for respective projects.
- Overseeing and managing financial budgets.
- Facilitating customer centric operations and ensuring client satisfaction by achieving service quality norms.
- Develop partnerships & relationships with third parties to meet strategic objectives.
- Online campaigns, web site, use of digital/social media.
- Setting the scope, implementation, management & review of sells & Marketing.
- Customer follow-up
- Align Sales & Marketing operations
- Understand Customer needs & requirement's
- Attend team meetings and share best practice with colleagues.

➤ **Sales Executive – Sales & Marketing (Defacto Veritas Certifications Pvt. Ltd.)
October 2016 –August 2017**

- Research the market of ISO Standards
- Handling Customer Enquires & Outbound sales
- Team with channel partners build pipeline and close deals
- Maintain and develop relationships with existing customers via telephone calls and emails
- Identifying key marketing opportunities to B2B.

INTERNSHIP:

1) Organization : “ZEST SERVICES”

Duration : 2 months

Exposure : Completed training as a “Service Adviser”.

EDUCATION QUALIFICATIONS:

COURSE	Name of Institution/ College	UNIVERSITY	YEAR OF PAS S	% of Marks (Aggregate)	Class
M.B.A. (Marketing)	Trinity Institute of management , Pune	S.P.Pune University	2016-2018	9/10	Distinction
B.E. (Mechanical)	Trinity Academy of Engineering,Pune	S.P.Pune University	2013-2016	73%	Distinction
Diploma (Mechanical)	S.S.V.P.S.B.S.D. Polytechnic,Dhule.	M.S.B.T.E.	2010-2013	77%	Distinction
S.S.C	J.R.City high School,Dhule.	Nashik	2010	83%	Distinction

PERSONAL DETAILS:

Name : Danish Ahmad Mushtak Shaikh

Date of Birth : 16/11/1994

Blood Group : B+ve

Language Known : English , Marathi , Hindi Hobbies : Reading & Travelling

DECLARATION:

I here declare that the above stated information is true and correct to the best of knowledge.

Date: 25/09/2024

Place: PUNE.

Danish Shaikh

