

**VINAY MADHAV**

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OBJECTIVE:

Intend to build a career, which will help me to explore myself and realize my potential in Creative & competitive environment and to become a successful professional.

HIGHLIGHTS:

- I have an overall experience of 14 years with 10 years in sales.
- Comprehensive problem solving ability.
- Good communication skills.
- Adaptability to change in working environment.
- Strong organizational & motivational skills.
- Friendly, competent & hardworking.
- Ability to learn new things faster.

PROFESSIONAL EXPERIENCE (September 2019 – Till Date):

Company Name: Spookfish Innovations Pvt Ltd.

Company Profile: Spookfish Innovations with strong focus on innovations, offers a fresh approach to solving problem using computer vision.

Applying the latest computer vision technology and machine learning techniques Spookfish Innovations inspects the quality of product which are used by consumers in day to day life like tablets/capsules, food and beverages, coins, steels etc.

Designation: Pre Sales Manager

Responsibilities:

- Updating the Zoho CRM with “Leads”
- Interacting with the “Leads” via emails and calls to convert them into “Potentials”
- Understanding the challenges faced by the clients and providing the solution through vision based inspection system
- Understanding the URS (User requirement specifications) of the customer & sending techno commercial offers.
- Creating the tasks in the CRM and assigning to the concern
- Checking with the individual regarding the status of the tasks and updating in the CRM

- Maintaining the company's social accounts like Facebook, LinkedIn.
- Managing the Project.
- Interacting with various department to explain the project and arranging all the materials to complete the projects on time.

PROFESSIONAL EXPERIENCE (March 2011- June 2019):

Company Name: Auma India Pvt Ltd.

Company Profile: Auma India is leading manufacturing of Electric Valve Actuator and Gearboxes. It has head office in Mulheim, Germany. Electric Valve Actuators are used to operate the valve electrically, also these actuators are used in dampers and louvers. Auma supplies actuator and Gearbox in project sectors like power, cement, water etc.

Designation: Engineer – Inside Sales Coordinator

Responsibilities:

- Handling Enquiry from customer
- Sending techno commercial offers to customer.
- Handling & processing of purchase order from customer to process further for production.
- Sending order acceptance to customer with delivery dates.
- Clarifying customers regarding technical issues.
- Coordinating with various departments for faster process of the product.
- Updating the production team with revised data given by the customer.
- Updating the customer for the latest status of their purchase order.
- Handling ISO Activities

Achievements:

- I was awarded “**Arpan award**” in August-2017 for handling additional responsibility exceptionally assigned by top management.
- I was awarded “**Spot Award**” in March-2018 for meeting customer's urgent requirement by personally intervening in each department to move the product for dispatch.

PROFESSIONAL EXPERIENCE : (June 2006 – Feb 2011)

Company Name: Rotork Controls (India) Private Limited

Company Profile: Rotork Controls is manufacturing of Electric Valve Actuator. It has head office in Bath, England. Rotork supplies its actuator to project sectors like water, power, steel etc.

Designation: Senior Executive – Packing and Dispatch

Responsibilities:

- Testing and inspection of electric valve actuators.
- Invoice & Dispatch of actuators.
- Pre-dispatch inspection, arranging packing box, supervising proper packing, coordinating with transporters for dispatch and informing customer/Head office about the dispatches.
- Arranging periodic calibration of various mechanical & Electrical instruments
- Health & safety coordinator.
- Arranging periodic preventive & breakdown maintenance of test rigs and other machines.
- Arranging assembly and general tools for production.
- Planning of spare parts and arranging packing & dispatch to customer.

Achievements:

- I was selected for training in assembly & testing of new range of product. The training was in Bath, UK for a period of one month.
- I had taken in charge of entire production team in absence of senior management & it was record production month in our unit, 400 Actuators
- I was part of new factory set up and was involved in setting up of production line with help of my seniors in UK.
- Whenever new products were introduced, I was selected for final testing and inspection.

COMPUTER SKILLS:

- MS Office
- Outlook
- ERP (I Fax, German Software)
- Internet

EDUCATIONAL QUALIFICATION:

| Education | Board | Institute | Year of Passing | Aggregate (%) |
|------------------|------------------------------|------------------------------|------------------------|----------------------|
| DME | Board of Technical Education | SJP Bangalore | 2005 | 76 |
| I T I | Board of Technical Education | Government ITI Bangalore | 2001 | 77.8 |
| X | CBSE | Kendriya Vidhyalay Bangalore | 1999 | 65.8 |

PERSONAL DETAILS:

Father's Name: Sri Venkoba Rao

Date of Birth: 30/08/1983

Gender: Male

Marital Status: Married

Hobbies: Listening to Music, Watching Sports and comedy shows

Languages Known: Hindi, English, Kannada, Marathi

Country Visited: UK