

Darshan Ghadi

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Profile

Experienced Mechanical Engineer with a demonstrated history of working with Technical Sales of Material handling Equipment's like Cranes, Hoist, etc... Strong Engineering professional with DME Mechanical Egg. & BBA in Business Administration and MBA in Operation Management & BCA in Computers from Jaipur National University. With additional skills feathers on hat like Python, AI, ML, Web development, Linux etc..

Work experience

01/2025 – PRESENT

DUBAI, UNITED ARAB EMIRATES

Business Development Manager Endurance Crane FZ-LLC

Endurance Crane FZ-LLC is a leading global distributor for many leading industrial parts brands spanning many products such as:

- # Material Handling Solutions # OEM Endurance crane
- # Front Sales / cold calling / door knocking
- # Business Development / New Customer DB
- # Crane, Hoist, Manual Chain Hoist, Electric Wire Rope Hoist, Electric Chain hoist, Jib Cranes & Gantry Cranes.

01/2022 – 12/2024 (3 years)

DUBAI, UNITED ARAB EMIRATES

Senior Technical Sales Engineer KG International FZCO

KG International is a leading global distributor for many leading industrial parts brands spanning many products such as:

- # Material Handling Solutions # Authorized distributor of INDEF which belongs to Hercules Hoist Ltd. (part of Bajaj Group)
- # Front Sales / cold calling / door knocking
- # Business Development / New Customer DB
- # Crane, Hoist, Manual Chain Hoist, Electric Wire Rope Hoist, Electric Chain hoist, Jib Cranes & Gantry Cranes.
- # KG Bearings & Housings
- # KG Filters # HIFI Filters
- # Bonfiglioli Gearboxes & Motors
- Grease & Lubricant
- # HIWIN Linear Motion Products
- # Sales Force CRM
- # SAP order execution and data base records

Work experience

01/2021 – 12/2021 (1 year)

DUBAI, UNITED ARAB EMIRATES

Sales Engineer Technomac Crane Services LLC

- Authorized Partner of Street Cranes UK # Sales & Quotations Management
- # Front Sales / cold calling / door knocking
- # Business Development / New Customer DB
- # Crane, Hoist, Manual Chain Hoist, Electric Wire Rope Hoist, Electric Chain hoist, Jib Cranes & Gantry Cranes.

11/2007 – 12/2020 (13 Years 1 Month)

DUBAI, UNITED ARAB EMIRATES

Mechanical Engineer(Sales) STAHL CraneSystems GmbH / Dubai UAE

- # Sales & Quotations Management # AutoCAD General Arrangement Drawings
- # CRM tool Sales Force # Crane Guide, VUF, Crane Configurator. FACTS etc.
- # 2 years Spares parts # Crane, Hoist & Manual Chain Hoist
- # Electric Wire Rope Hoist. Electric Chain hoist
- # Jib Cranes & Gantry Cranes etc ..
- # SAP order execution and data base records
- # Sales / cold calling / door knocking

08/2004 – 10/2007 (3 years)

MUMBAI, MAHARASHTRA, INDIA

Mechanical Engineer Larsen & Toubro Limited

- # Execution of all Mechanical Testing like Bend test, Tensile Test, Hardness test, Impact Test etc ..
- # Supervision of machining activities in Machine Shop
- # All types of Welding # GTAW # SAW # TIG # GMAW # MIG # FCAW # ASME codes 3
- # Heat Treatments # Pro-e WE3 & AutoCAD Drawings
- # SAP order execution and data base records

Education

2019 – 2022 DUBAI

Bachelor of Computer Applications(BCA)
Jaipur National University

2017 – 2019 DUBAI

Master of Business Administration(MBA)
Jaipur National University

2012 – 2015 DUBAI

Bachelor of Business Administrator(BBA)
Albedo school of Business Management

2000 – 2004 MUMBAI

Diploma in Mechanical Engineering (DME)
L&T Institute of Technology

1990 – 2000 MUMBAI

SSC | SSC
M.L.R.T.Gala Pioneer Public School

Skills

Mechanical Engineering

Sales Management

Artificial Intelligence (AI) # Machine Learning

Responsive Web Design # Web Design

Web Development # Project Engineering

Technical Support # Web Applications

Project Management

Business Intelligence (BI)

Computer Networking

Network Administration

HTML5 & CSS

Python (Programming Language)

WordPress # Visual Studio # AutoCAD

Linux # Windows # Git # GitHub

Microsoft Office # Microsoft Excel

Microsoft Word # Operating Systems

Microsoft PowerPoint # Customer Service

Negotiation # Management # Leadership

Team Management # Team Leadership

Help Desk Support # E-commerce

Digital Marketing

Languages

100

%

Marathi

100

%

English

100

%

Hindi

50

%

Gujarati

Hobbies



Exploring &
Travel around
the world



Tech Savvy



Listening to
Music



Cricket &Football



Cyber
security
Enthusiast



Learning
new coding

Strengths

Material Handling Equipment Knowledge

Computer Skills # Tech Savvy

Ability to learn from mistakes # Ambitious

Time Management # Always Learner

Love of learning # Learning new skills

Flexible/Adaptable # Sales Skills

Marketing # Cyber-Security Enthusiast

Info-Sec Enthusiast

Business Development

Engineering # Sales

Sales force CRM # Marketing

Special Notes

- Canada Visitor Visa valid till 06/01/2031
- USA Visitor Visa valid till 24/08/2029