Resume 1:

Education Details

* May 1999 to September 2002: Diploma in Mechanical Engineering, Mumbai Institute of Mechanical Engineering, Mumbai, Maharashtra
* May 1998 to May 1999: Diploma in Mechanical Engineering, Services ITES
* May 1993 to May 1995: Industrial Training Institute, Mumbai, Maharashtra

Skill Details

* Microsoft Office (Word, Excel)
* AutoCAD
* Microstation
* J ERP
* 3D Modeling software

Experience Details

* Company: Mechanical Engineering
* Role: Application Engineering, Pre-Sales, Inside Sales

Responsibilities:

* Provide applications support to inside sales personnel and outside sales channels
* Offer product selection and materials of construction technical recommendations
* Participate in necessary training activities to establish technical competency
* Assist Brand Managers and/or Product Managers as needed
* Support the Projects Quotations team by handling the technical part of project quotations, including selection, sizing, and costing of Pneumatic Automation Products (valves, linear and rotary actuators, field fabrication equipment) based on customer data sheets and engineering drawings
* Travel as required to support field sales channels and promote company products and services
* Perform detailed reviews of customer specifications, providing comments, clarifications, and alternatives to customer requirements
* Size and select valves, actuators, and prepare cost-effective techno-commercial quotations based on customers' technical requirements
* Coordinate with other technical departments to minimize technical and cost risks
* Send accurate and timely quotations, including all technical and commercial documentation as per customer requests
* Participate in customer negotiation processes, both commercial and technical
* Follow up on quotations to close the order and for payment collection
* Perform purchase order (PO) reviews to ensure accuracy and address any discrepancies with senior management and customers
* Create the order transfer file for submission to the factory in accordance with the PO
* Support the factory with post-order activities and after-sales service, if necessary, to maintain good customer service

Company: Proposal Estimation Engineering

Responsibilities:

* Review and receive RFQs for company products and solutions
* Estimate Pneumatic Automation Products projects, including valves, linear and rotary actuators, field equipment, piping, fabricated equipment, etc.
* Coordinate with vendors for quotations and continuous follow-up
* Apply design thumb rules and standard practices for accurate and time-efficient estimates
* Analyze and evaluate estimated costs and actual costs of past jobs to arrive at realistic cost estimates
* Maintain a databank of all quotations for easy access
* Coordinate with Instrumentation and Electrical departments for costing
* Handle estimation department and ensure timely submission of offers
* Visit sites for project requirements if required
* Coordinate with Purchase and Process departments
* Attend customer inquiries and meetings
* Develop vendors and prepare statements for pending estimations in progress
* Understand client's concerns, pain areas, and requirements
* Offer suitable, optimized, and tailor-made solutions with techno-commercial proposals
* Assign work to junior proposal executives and engineers
* Coordinate with design, CAD, sales, marketing, and project commercial departments

Company: Engg Procurement Purchase Vendor Development Supply Chain

Responsibilities:

* Procure steel, raw materials, and semi-finished products based on project requirements
* Improve negotiation processes and identify cost-saving opportunities
* Develop new vendors and obtain quotations
* Research and evaluate potential vendors and suppliers
* Request quotes and compare technical aspects and prices
* Maintain relationships with vendors and suppliers
* Examine and review products and supplies for quality assurance
* Digitize procurement processes and track purchasing plans, inventory, and deliveries
* Collaborate with the financial team on contracts, invoicing, and financial matters

Company: Design Proposal Engineering

Responsibilities:

* Execute projects, manage vendors, and ensure timely order actions
* Negotiate with vendors and develop new manufacturing processes and products
* Develop customized manufacturing solutions for the steel, power, cement, and petrochemical sectors
* Prepare technical data sheets as per tender specifications
* Calculate price structure and analyze cost proposals
* Monitor progress throughout the project and maintain customer relationships
* Review vendor evaluations, registrations, and product quality
* Design or modify mechanical and hydraulic/pneumatic assemblies
* Generate layouts, schematics, and detailed drawings
* Define, coordinate, perform, and generate engineering test reports and analysis
* Implement and ensure adherence to manufacturing processes and ISO standards
* Coordinate and communicate with channel partners, OEMs, dealers, consultants, and end customers
* Carry out internal audits, maintain records, and coordinate with HODs
* Coordinate with design teams for technically feasible solutions
* Offer design solutions and create technically feasible proposals

Company: Fabrication Field Hoist Goods Lifts

* Description: Joist O Mech Engg Pvt Ltd, Rabale MIDC, Thane
* Role: Detailing, BOM Preparation, Prototype Manufacturing, 3D Modeling

Company: Fabrication Field

* Description: Mukand Ltd, Kurla
* Role: Raw Material Inspection, Preparations of Gauge, Marking on Housing, Checking Surface Finishing

Resume 2:

Skills:

* Knowledge of software: AutoCAD, MSCIT
* CNC Programming: Fanuc Series milling

Strengths:

* Strong dedication towards work
* Quick learner
* Positive thinking and self-confidence
* Honest, disciplined, and hardworking

Industrial Experience:

* 10 Days Industrial Training at Nagpur Agro Components, Hingna Road, Nagpur
* 10 Days Industrial Training at Metal Fab High Tech Pvt Ltd, Hingna Road, Nagpur

Extra-Curricular Activity:

* Participated in JSW Urja Project Competition 2017-2018
* Machine Assembly, Disassembly, and Functioning of Parts (1 Week)

Education Details:

* B.E. in Mechanical Engineering, MNU

Skill Details:

* AutoCAD (6 months experience)
* Automotive (6 months experience)
* Automotive CNC (6 months experience)
* CAD (6 months experience)
* CNC (6 months experience)

Company Details:

Company: Tata Motors, Adani, Maruti Suzuki, Jet Airways, Air India

* Description: I am a final year student of Mechanical Engineering and a fresher without any industry experience. However, I have completed a 10-day industrial training program in the 3rd and 5th semesters at Nagpur Agro Components, where I gained exposure to various machines and CNC machines. In the 6th semester, I underwent another training program at Metal Fab Company.

Final Year Project:

* Design and fabrication of Pneumatic Punching Machine (BE)
* Paddle operated Sugarcane Juicer machine (Diploma Engineering)

Resume 3:

Education Details:

* January 2018: Bachelor's of Engineering (Engineering), Mumbai, Maharashtra
* MGM College of Engineering
* Diploma Mechanical, Pune, Maharashtra
* MIT

Company: Full Throttle

* Description: Worked as the President of Mechanical Engineering Student's Association (MESA) in MIT Pune

Company: R C Car Race of STEPCONE

* Description: Participated in a paper project contest and exhibition conducted by GMR Institute of Technology

Resume 4:

Education Details:

* June 2014 to June 2018: BE Mechanical Engineering, Pune, Maharashtra
* Savitribai Phule Pune University

Skill Details:

* Microsoft Office
* AutoCAD
* CATIA
* Solidworks

Experience:

Company: Push Engineering Pvt Ltd

* Description: Currently working as a Mechanical Design Engineer in Push Engineering Pvt Ltd. Responsible for designing and manufacturing various types of ice-making plants using 3D modeling software. Tasks include designing pressure vessels, condensers, conveyors, and preparing Bills of Materials (BOM) using an ERP system.

Company: Central Water and Power Research Station

* Description: Worked as a Research Assistant in the R&D Department of the Mechanical Workshop at Central Water and Power Research Station, Khadakwasla, Pune, Govt. of India. Gained experience in different projects related to the generation of sea waves in the laboratory, which are useful for the design of port and harbor structures. Involved in designing hydraulic and pneumatic systems for generating waves. Collaborated with scientists on the design of hydraulic systems, including servo actuators, axial piston pumps, and electric motors.

Software Skills:

* AutoCAD
* CATIA V5
* MS Office
* ProE

Extra-curricular Activity:

* Organized a National level Technical event in Mechanical Student Association (MESA)
* Coordinator and Treasurer of MESA
* Attended a 3D printing workshop in college
* Completed Work Readiness Training conducted by NASSCOM Foundation and Global Talent Track in college
* Completed Life Skills Training conducted by NASSCOM Foundation and Global Talent Track in college

Personal Attributes:

* Positive Attitude
* Quick Learner
* Team Leader

Resume 5:

Education Details:

* January 2016: B.E. Mechanical Engineering
* Alamuri Ratnamala Institute of Engineering Technology
* January 2010: H.S.C.
* Mumbai, Maharashtra
* Mumbai University
* January 2008: S.S.C.
* Prakash Jr College of Science Commerce, S.M.T Rajdevi Hindi High School
* Maharashtra State Board

Skill Details:

* AutoCAD
* Solidworks
* CATIA

Experience:

Company: Sanarco Engineering Pvt Ltd

* Description: Worked as a Mechanical Design Engineer for 1 year at Sanarco Engineering Pvt Ltd. Currently working at Surya Fitness as a Design Engineer. Involved in a major project focused on an Automatic Wall Plastering Machine. This automated plastering machine simplifies and accelerates the plastering process, making it easier, faster, and more efficient compared to manual application. The machine works with conventional cement mortar and delivers a smooth, flat finish.

Resume 6:

Skills:

* Knowledge of computer software, including AutoCAD
* Diploma in Academic Syllabus MSCIT
* CNC Programming (Fanuc Series milling)

Strengths:

* Strong dedication towards work
* Quick learner
* Positive thinking and self-confidence
* Honest, disciplined, and hardworking

Industrial Experience:

* 10 Days Industrial Training at Nagpur Agro Components, Hingna Road, Nagpur
* 10 Days Industrial Training at Metal Fab High Tech Pvt Ltd, Hingna Road, Nagpur

Extra-curricular Activity:

* Participated in the JSW Urja Project Competition 2017-2018
* Machine Assembly, Disassembly, and Functioning of parts (1 Week)

Education Details:

* B.E. MNU Mechanical Engineering

Skill Details:

* AutoCAD (6 months experience)
* Automotive (6 months experience)
* Automotive CNC (6 months experience)
* CAD (6 months experience)
* CNC (6 months experience)

Company Details:

* Tata Motors
* Adani
* Maruti Suzuki
* Jet Airways
* Air India

Description:

* Currently a student of mechanical engineering in the final year, without any prior industry experience.
* Underwent a 10-day industrial training program during the 3rd year, gaining exposure to the industry.
* Undertook a 10-day training program in the 5th semester at Nagpur Agro Components, where I observed various machines and CNC machines.
* Participated in another training program in the 6th semester at Metal Fab company.
* Fluent in English, Hindi, and Marathi.
* Participated in the JSW Urja Project Competition, focusing on machine assembly, disassembly, and functioning of parts for one week.
* Final year project: Designed and fabricated a Pneumatic Punching Machine in B.E. and a paddle-operated sugarcane juicer machine in Diploma Engineering.

Resume 7:

Education Details:

* January 2018: Bachelor's of Engineering (Engineering), MGM College of Engineering, Mumbai, Maharashtra
* Diploma in Mechanical Engineering, MIT, Pune, Maharashtra

Skill Details:

* President of Mechanical Engineering Student's Association, MGM College of Engineering
* President of Mechanical Engineering Student's Association, MIT, Pune

Company Details:

Company: Full Throttle

* Description: Conducted by IIT Bombay
* Role: Worked as President of Mechanical Engineering Student's Association (MESA) in MIT Pune

Company: R C Car Race of STEPCONE

* Description: Paper project contest and exhibition conducted by GMR Institute of Technology

Resume 8:

Education Details:

* June 2014 to June 2018: BE Mechanical Engineering, Pune, Maharashtra
* Savitribai Phule Pune University

Skill Details:

* Microsoft Office
* AutoCAD
* CATIA
* Solidworks

Experience:

Company: Push Engineering Pvt Ltd

* Description: Currently working as a Mechanical Design Engineer in Push Engineering Pvt Ltd. Responsible for designing and manufacturing various types of ice-making plants using 3D modeling software. Tasks include designing pressure vessels, condensers, conveyors, and preparing Bills of Materials (BOM) using an ERP system.

Company: Central Water and Power Research Station

* Description: Worked as a Research Assistant in the R&D Department of the Mechanical Workshop at Central Water and Power Research Station, Khadakwasla, Pune, Govt. of India. Gained experience in different projects related to the generation of sea waves in the laboratory, which are useful for the design of port and harbor structures. Involved in designing hydraulic and pneumatic systems for generating waves. Collaborated with scientists on the design of hydraulic systems, including servo actuators, axial piston pumps, and electric motors.

Software Skills:

* AutoCAD
* CATIA V5
* MS Office
* ProE

Extra-curricular Activity:

* Organized a National level Technical event in Mechanical Student Association (MESA)
* Coordinator and Treasurer of MESA
* Attended a 3D printing workshop in college
* Completed Work Readiness Training conducted by NASSCOM Foundation and Global Talent Track in college
* Completed Life Skills Training conducted by NASSCOM Foundation and Global Talent Track in college

Personal Attributes:

* Positive Attitude
* Quick Learner
* Team Leader

Resume 9:

Education Details:

* January 2016: B.E. Mechanical Engineering
* Alamuri Ratnamala Institute of Engineering Technology
* January 2010: H.S.C.
* Mumbai, Maharashtra
* Mumbai University
* January 2008: S.S.C.
* Prakash Jr College of Science Commerce, S.M.T Rajdevi Hindi High School
* Maharashtra State Board

Skill Details:

* AutoCAD
* Solidworks
* CATIA

Experience:

Company: Sanarco Engineering Pvt Ltd

* Description: Worked as a Mechanical Design Engineer for 1 year at Sanarco Engineering Pvt Ltd. Currently working at Surya Fitness as a Design Engineer. Involved in a major project focused on an Automatic Wall Plastering Machine. This automated plastering machine simplifies and accelerates the plastering process, making it easier, faster, and more efficient compared to manual application. The machine works with conventional cement mortar and delivers a smooth, flat finish.

Resume 10:

Education Details:

* May 1999 to September 2002: Diploma in Mechanical Engineering, Mumbai Maharashtra Institute of Mechanical Engineering
* May 1998 to May 1999: Diploma in Mechanical Engineering, Services ITES
* May 1993 to May 1995: Mumbai Maharashtra Industrial Training Institute

Skill Details:

* Microsoft Office
* AutoCAD
* Word
* Excel
* AutoCAD
* Microstation
* J ERP
* 3D Modeling software

Experience:

Company: Mechanical Engineering

* Description: Role Responsibilities in Application Engineering, Pre-Sales, Inside Sales, and Vendor Management

Responsibilities:

* Provide applications support to inside sales personnel and outside sales channels
* Provide product selection and technical recommendations for materials of construction
* Participate in necessary training activities to establish technical competency
* Assist Brand Managers and Product Managers as needed
* Take an active role in the Projects Quotations team, responsible for the technical part of project quotations
* Travel as required to support the field sales channel and promote Company products and services
* Perform detailed reviews of customer specifications and provide comments, clarifications, and alternatives
* Sizing and selection of valves, actuators, and prepare cost-effective techno-commercial quotations
* Coordinate with other technical departments to minimize technical and cost risk
* Send quotations accurately and on time, including all technical and commercial documentation
* Participate in customer negotiation processes, including commercial and technical negotiations
* Follow up on quotations, close orders, and manage payment collection
* Perform PO reviews to ensure correctness and escalate any discrepancies to senior management and customers
* Create the order transfer file for submission to the factory in accordance with PO
* Support the factory with post-order activities and after-sales service to ensure good customer service

Company: Proposal Estimation Engineering

* Description: Role Responsibilities in Proposal Estimation, Product Costing, and Vendor Management

Responsibilities:

* Review and receive RFQs for company products and solutions
* Estimate projects involving Pneumatic Automation Products, valves, linear rotary actuators, and field equipment
* Follow up with vendors for quotations and maintain a database of all quotations
* Analyze and evaluate estimated cost and actual cost to arrive at realistic cost estimates
* Coordinate with Instrumentation and Electrical departments for costing
* Handle estimation department, submit offers on time, and attend customer meetings
* Develop vendors and maintain statements of pending enquiries
* Understand customer requirements and offer suitable solutions with techno-commercial proposals
* Coordinate with design, CAD, sales, marketing, and project commercial departments

Company: Rotex Engineers Manufacturing Pvt Ltd

* Description: Role Responsibilities in Project Management, Vendor Development, and Product Development

Responsibilities:

* Manage and enhance activities related to the proposal of pneumatic fabrication projects
* Manage project execution, vendor development, and supply chain management
* Interact with vendors to ensure timely action of orders and negotiate with them
* Develop customized manufacturing solutions for the steel, power, cement, and petrochemical sectors
* Prepare technical data sheets, calculate price structures, and analyze cost proposals
* Monitor progress throughout the job and maintain relationships with existing customers
* Review vendor evaluation, registration, and examine products and supplies to ensure quality

Company: Design Proposal Engineering

* Description: Role Responsibilities in Project Execution, Vendor Management, and Mechanical Design

Responsibilities:

* Execute projects, manage the supply chain, and interact with vendors to ensure timely actions
* Design or modify mechanical assemblies, hydraulic and pneumatic assemblies, and fabricated assemblies
* Generate electrical or mechanical product specifications, SOPs, and maintenance manuals
* Participate in growth by developing innovative solutions and coordinating with different departments
* Perform engineering test reports, analysis, and ensure manufacturing processes are followed
* Maintain records of non-conformities, obsolete documents, and ISO documents
* Coordinate and communicate with channel partners, dealers, consultants, and end customers
* Carry out internal audits and maintain records of controlled drawings

Company: Fabrication Field Hoist Goods Lifts

* Description: Role Responsibilities in Detailing, BOM Preparation, and Prototype Manufacturing

Responsibilities:

* Detailing of drawings, preparation of BOM, and raw material inspection
* Prototype manufacturing and 3D modeling

Company: Fabrication Field

* Description: Company MUKAND LTD, Kurla

Responsibilities:

* Raw material inspection, preparation of gauges for inspection, and checking surface finishing.