

RAHUL SHRIKANT SABALE

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Objective

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| <ul style="list-style-type: none">• <i>People-oriented, outstanding technical, communication skills.</i> |
| <ul style="list-style-type: none">• <i>Proven ability to Initiate, Innovate, Inspire new startup technologies.</i> |
| <ul style="list-style-type: none">• <i>To become a successful professional in your company and to work in an innovative and competitive world.</i> |
| <ul style="list-style-type: none">• <i>Extensive knowledge as analysis of work given, design, implement, development and management of the company' s growth.</i> |

Work Experience

Designation: Asst. Manager - Strategy & Business Development

Organisation: QuantInsti Quantitative Pvt. Ltd.

- Responsible for gathering requirements from end clients, implementation partners and tier 1 clients.
- Interacting with clients on daily basis for new programs, gathering detailed information and understanding the clients requirements ensure quality candidates, covering all priority requirements on daily basis.
- Maintain candidate relation, touch base with clients requirements on daily basis and ensure they receive qualified, appropriate information.
- Aggressively market bench candidates through various social media such as linkedin, twitter leads and cold calling within qualified contacts.
- Planning and Implementation of CRM for complete organization.
- Responsible for handling and collecting pending payments from clients and associates.
- Introducing new clients to the company and signing contracts with enrollments with relevant candidates and implementation partners and involve in end to end full sales cycle.
- Generating revenues and penetrating through existing accounts and new accounts.
- Ability to work independently on clients programs, quickly identify suitable candidates.
- Interacting with marketing & support team gather requirements as part of gap analysis.
- To identify opportunities based on organizational strengths and capture relevant information of the qualified prospects and response to the personalized e-mail and cold call activity.
- Serve as the main point of contact for new business development initiatives, working in close coordination with clients.

Designation: Asst. Manager - Strategy & Business Development

Organisation: Roadrunnr [CartHero Technologies Pvt. Ltd. Mumbai - July'15 – Feb'16.

- Responsible for participating in the formation of corporate and strategic plans and to create new business and sustain current accounts.
- Responsible for developing new strategic alliances with key prospects.
- Analyze and understand customers' business strategy, future product plans, and expansion activities and align resources where mutually beneficial.
- Define business priorities through a broad and far vision of market and technology needs, to include initiating and managing business development activities that will strengthen, expand and drive market penetration.
- Work closely with the Business Development Team and the operations Department to control supply and demand.
- Assist current accounts in the development and execution of product roadmaps and act as a focal point in solutions which include concept development, strategies, supply chain/logistics.
- Initiate projects to improve and/or extend the value proposition to existing customers, linking them more firmly to organization
- Drive, collaborate and steer business development activities to win replacement and growth business.
- Work with key technology partners to deliver the best in class solution.
- Work closely with executive management, and develop a sales strategy, program plan.
- Create regular communication to sales and executive management on program details, including instructions to business development teams.
- Communicate results against metric targets, including lessons learned, success stories and go-forward plans.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.

Designation: Sr. Research Executive

Organisation: AB Softsource Pvt. Ltd. Mumbai. - July' 13 to June' 14.

- ✓ Handling all levels of research and posting activities of international recruitments across the globe.
- ✓ Conducting in-depth data analyses using traditional and advanced methods.
- ✓ Managing team members searched profiles, analyzing, filtering, exact matching the client needs and further posting it to clients.
- ✓ Well versed with both qualitative and quantitative research from top executive levels to mid to junior level clients across the globe

- Training in automation as Asst. Technical Trainer in ACS, Pune.

- ✓ Hands on experience on Automation and control systems.
- ✓ Worked on projects consisting PLC, HMI, SCADA.
- ✓ Simulation and Execution on PLC Projects.
- ✓ Worked using the software SCADA on different projects.

Internships & Training

- Training in Field Instrumentation at Rashtriya Chemicals & Fertilizers, Chembur Mumbai.
- Industrial Automation training in Automation and Control Systems, Pune.
- Internship in Cloud Computing Expert from Micro, Small & Medium Enterprises.

Marketing Secretary, ISA (International Society for Automation), RGIT Mumbai.

- Handled complete sponsorship activities for different events. Tailored, monitored and got the deal done with ample of sponsors across the various fields
- Got sponsorships from widely known and popular companies like, TATA Motors Ltd, DSK Supinfocom, ThinkDigit, EROS Intl. Media Ltd,
- Assist team members with daily marketing tasks and coordinate marketing projects and activities.
- Produce additional marketing communications such as flyers, brochures and exhibition-related projects.
- Researching and analyzing market trends identifying target markets and how best to reach them coming up with marketing strategies.

Marketing Secretary, ZODIAC, RGIT Mumbai.

- Work with Development to ensure a coordinated approach and no overlap.‡
- Prepare master sponsor sales materials proposals, contracts, and promotional agreements.
- Conduct value assessment for event proposals and partnership packages.
- Arrange meetings with interested sponsor prospects. Sell sponsorships. Negotiate sponsorships and review all deals.
- Tailor sponsorship sales materials and promotional programs to targeted categories and companies.
- Secure approval for any departures from pre-approved rights and benefits.
- Work with sponsorship management companies in identifying prospects and selling sponsorships.

Educational Background

BACHELOR OF ENGINEERING— INSTRUMENTATION from Rajiv Gandhi Institute of Technology, Mumbai University in June' 15.

QUALIFICATION	INSTITUTE/SCHOOL	UNIVERSITY
Bachelor of Engineering – Instrumentation	Rajiv Gandhi Institute of Technology, Andheri (W), Mumbai.	Mumbai University
Higher Secondary Certificate	Willingdon College, Sangli.	Shivaji University, Kolhapur
Secondary School Certificate	A. B. Patil English School, Sangli.	Shivaji University, Kolhapur

Software Exposure & Technical Skills

SCADA for Remote Industrial Plant.

The main aim is to introduce fast response system to control the temperature parameters in a plant to avoid any accidents happening in a plant due to temperature fluctuations. This is necessary in today's industrial scenario so that the number of labors required can be reduced without affecting the efficiency of the process.

- Time consumed to collect the data is high in general plants.
- Lack of database to store quantities of the temperature parameters, which makes it hard to improve the plant process, or to innovate new approaches.
- Lack of reliable monitoring networks.
- Low labor productivity.
- Increase in the problem because of absence of accurate supervisory.
- High number of man hours for troubleshooting and services.

Software Exposure & Technical Skills

Operating System: Win 10, Win 8.1, Win Vista, Win 7, Win 95/98/2000, Win XP, Win XP Professional, MS Word, PowerPoint, Excel.

Languages: C++, Java, HTML.

Design Tools: PLC, SCADA, LabVIEW, Auto CAD 2008, MATLAB.

Embedded System tools μ p and μ c, Cloud Computing Tools and software

Achievements

- Certified Training in Diploma in Industrial Automation.
- **State level certificate** in indoor cricket competition.
- **District level certificate** and registered in cricket.
- Represented for college cricket team at National Level Sports Summit at MIT, Pune.
- Awarded as best event in Tech Fest competition in ICARUS, RGIT, Mumbai

Personal Profile

Name: Rahul Shrikant Sabale

Father' s name: Shrikant Maruti Sabale.

Sex: Male.

DOB: 1/4/1989

Marital Status: Single.

Languages Known: English, Hindi and Marathi.

Nationality: Indian.

Declaration

I consider myself familiar in every field of job aspect. I am also confident of my ability to work in a team. I' m a good problem solver & most importantly hard worker which will be beneficial for me & my company.

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Mumbai
Rahul Sabale