

RESUME



CHETAN GUNJAL

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Raj Tower, Chetana Nagar,
Krushnai Nagar Nashik 422009,
Maharashtra India.

CAREER OBJECTIVE

I am a Mechanical Engineer having above 4 Years of Experience in Construction Plant, Designing, Machinery, Sales and Marketing. I am looking for better opportunity to achieve the best with the help of my educational, organizational, inter personal and creative ability.

BASIC ACADEMIC CREDENTIALS

Qualification	Board/University	Institute	Year	Percentage
MBA (Marketing) Appear	Nashik	KTHM Collage Nashik	2020	61 %
B.E.(Mechanical)	Pune University (Maharashtra)	SCS College Of Engineering Rahuri Factory	2015	65.87%
Intermediate	Nashik	GMD Sinnar college sinnar	2009	57.33%
High School	Nashik	New English School Panchale	2007	74%

PROJECT REPORT

❖ Double Disc Lapping Machine , Maglev Train

IT PROFICIENCY

- **Auto Cad** (2d & 3d), IGTR Aurangabad.
- **Master Cam** (Lathe, Milling, Wire Cut), IGTR Aurangabad.
- **Delcam** (CNC Machining 2d & 3d), IGTR Aurangabad.
- Pro/E Wildfire.
- Solid Works.
- Microsoft Office Word, Microsoft Office Excel, Microsoft Office Power Point.

EXTRA CURRICULAR ACTIVITIES

- National Level Technical Festival Feb 2010 (Robot Wheel Spine) At ACOE Sangamner.
- Presented A Paper On "Magnetic Levitation Train." At PRES Engineering College Nashik.
- Active Participant of NSS and Active Blood Donor.
- Actively Participated In Various Sports Activities For Inter School.

INTERPERSONAL SKILL

- ❖ Sound knowledge of technical products.
- ❖ Ability to rapidly build relationship and set up trust.
- ❖ Confident and Determined.
- ❖ Ability to cope up with different situations.
- ❖ Strong time, project management and multi-tasking skills.
- ❖ Ability to conceptually adapt technologies to fit various ideas.
- ❖ Good selling skills & Convincing power.
- ❖ Analytical skills & Good communicator.
- ❖ Sound knowledge of industrial market.
- ❖ Maintaining existing, long-term relationships with customers.

EXPERIENCE DETAILS

1. Orange Plus LED (Bangalore)

From 1-5-2019 to 30-5-2020 (12 Month)

Regional manager (Nashik)

2. Velocity Venture (Mumbai)

From 1-12-2017 to 30-4-2019 (17 month)

Regional manager (Maharashtra)

3. Skyrise Cradle Associates (Mumbai)

From 07-07-2016 to 30-11-2017(18 Months)

Sales & Marketing Manager, Design Engineer (Auto Cad)

4. Rev Agro Services (Nashik)

From 01-09-2015 to 30-06-2016(9 Months)

Marketing Officer

JOB RESPONSIBILITIES

Orange Plus LED:

- Contact and develop prospective and existing clients.
- Maintain professional standards of appearance, manner, discipline and work.
- To work to the activity targets set prospecting for new clients.
- To take incoming calls from prospective and existing clients.
- To follow up on any inquiries in a timely manner. To keep abreast of all new products.
- To provide any technical advice and information as requested.
- To up date the sales database and ensure quotation logs are kept up dated.
- To ensure that all existing customers in your remit are contacted regularly maintaining company profile and develop relationships with key clients.
- Ensure that the activity targets set for proactive sales are achieved.
- Training there team or the technical support and installation procedure.
- Resolved customer issues by communicating problems in systems to the team

Velocity Venture:

- To appoint dealers in Maharashtra.
- Give the technical knowledge's and products supports
- Supporting the products on time to the dealer's requirements.
- Training there team or the technical support and installation procedure.
- Conducting business development programs
- Official Spokesperson of velocity.

- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Online and offline tender and bidding GeM
- Performing knowledge of tendering
- Performing of Digital marketing and social media.

Skyrise Cradle Associates:

- Installation, Commissioning & Dismantling at Project Site
- Involved in design, development, and testing of mechanical systems used in buildings
- Work Order, Purchase Orders & Bill Certification
- Measurements and Valuations
- Used AutoCAD system to prepare engineering blueprints
- Site visits for Sales or Providing Service of Machinery
- Measured field dimensions in construction site visits
- Completed all assigned projects on or well before deadlines.

Rev Agro Services:

- Marketing for B2B & B2C
- Agriculture products sales.

OTHER EXEPIANCE

15 National and 2 International exhibition of Industrial, Innovation Agriculture and Farmers.

GRIP CLIENTS

- **Private Sector:** L&T (Larsen & toubro Ltd.),
Lodha, the Wadhwa Group. Aditya Birla,
Bajaj Electronics MGL, HPCL, BPCL, TOYO, Mahindra & Mahindra
D.Y.Patil (Mumbai), Raheja Corporation,
Nathani reality, Lokhandwala infrastructure pvt. Ltd.
TATA housing, Marathon Group, Amanora,Smbt
Nanded city, Malpani Group, Apollo, Symbiosis & so on.
- **Government sector:** HAL, MADC, Municipal corporation (various district), Indian Railway, Sai
Baba Sanstan Shirdi, MES(southern command Army), Pune University, Mumbai University,
Bharti Vidhyapith, RCF, IOT & So On.

PERSONAL DETAILS

❖ Father's Name	: - Vitthal .K .Gunjal.
❖ Permanent Address	:- A/P- Panchale, Tal-Sinnar, Nashik, Maharashtra, India 422103
❖ Date of Birth	: - 9 th Jun 1991.
❖ Language Known	: - English Hindi & Marathi.
❖ Marital Status	: - Married.
❖ Nationality/Religion	: - Indian / Hindu.
❖ Passport Number	:- S8280615
❖ Interest & Hobbies	: - Anchoring, Driving, Reading Books, Listening To Music.

DECLARATION

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

Place:

Date:

Chetan Gunjal
(Signature)

Thank you