

VINEEL BAJANNA SALLAGARGI

Program: ENGINEERING AND TECHNOLOGY
Course: MECHANICAL ENGINEERING
Institute: TERNA ENGINEERING COLLEGE, MUMBAI
Batch: 2015 – 2019

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Academics:

Academic Details:

Semester	Sem 1	Sem 2	Sem 3	Sem 4	Sem 5	Sem 6
Percentage	62.05	68.81	70.36	69.79	65.22	62.75
Semester	Sem 7	Sem 8	Overall			
Percentage	68.98	68.98	67.12			

Educational Details:

Course	Stream	Board/University	Session	Marks/Grade
12th	Science	Maharashtra	February 2015	85.38(% Marks of 100 Maximum)
10th	--N/A--	Maharashtra	March 2013	87.45 (% Marks of 100 Maximum)

Technical / Soft Skills:

Tools	Ms Office, Solidworks, Creo, Turbo C++
Organizational	Marketing skills, Management skills, Leadership, Team player
Languages known	English, Hindi, Marathi, Telugu

Co-Curricular Activities:

Project(s)

1. Formula Car for SUPRA SAE INDIA

Description: SUPRA SAE INDIA is a national level competition where students from various engineering colleges participate in the event and their task is to build a student formula car. I have been serving my college team for two years and was a team member in the former year and now as chassis department head.

2. Final year project

Description: Our final year project is Differential Drive Robot with Trajectory Control and Telemetry, in which we are supposed to make a small sized robot and would be able to control its path autonomously along with transmitting and receiving the information over air.

Internship(s) / Industrial Training(s)

1. **Company:** Rashtriya Chemicals and Fertilizers Ltd (RCF), Chembur

Description: Internship in RCF was for 15 days in which we have gone through the overview of the few chemical plants. And we have also studied various types of pumps and their components which are used in the industries along with their selection, applications and maintenance.

Sports(s)

Description: Represented Junior college at Zonal Levels in Volley Ball.

Professional Experience:

Currently working with Abhi Marine Pvt Ltd since more than 1.6 years as **Business Development Executive**.

Responsibilities:

- Responsible for international business development
- Building relation with new ship owners and at the same time maintaining consistent contact with existing owners.
- Coordinating with service team and ship owners to ensure a single point of contact between owner and the team.
- Responsible for data building/mining details of ship owners and vessel technical managers.
- Develop content and carry out email marketing campaigns regularly for marketing current stock.
- Executing marketing activities on online platforms.
- Analyze target market and opportunity mapping for new business avenues.
- Build industry knowledge base, Database management.
- Develop quotations for customers within corporate profit objectives and guidelines.
- Regularly upload deals and data to CRM and ensure to maintain its deal stage according to its status.
- Manage sales pipeline.
- Regularly uploading new products in website and assist in maintaining it.

Membership(s)

1. SAE

Hobbies

1. Reading books, yoga.
2. Travelling, riding.
3. Playing volleyball, cricket.

Achievements:

1. Participated in SAE India Supra.
2. Awarded a PC in spark competition conducted by Govt. of India.
3. Certified Solidworks Associate.