

GAURAV SHELKE

Contact No: - +91 9421642964

E-Mail: -gshelke73@gmail.com

CAREER OBJECTIVE

To learn and function effectively in an organization and to constantly upgrade my knowledge and skills.

SUMMARY

Graduate Electrical Engineer around 1.5 years of professional experience in Engineering Software and Hardware in Business development, International Marketing and Sales. Possesses the ability to build and maintain business relationships with customers, decision makers and influencers.

ACADEMIC QUALIFICATIONS

<u>EDUCATION</u>	<u>YEAR</u>	<u>BOARD/UNIVERSITY</u>	<u>RESULT</u>
10 TH	2010	Maharashtra state board	89.8%
12 TH	2012	Maharashtra state board	70.83%
DEGREE (Electrical Engineering)	2016	Pune university	67%

PROFESSIONAL EXPERIENCE

Marketing and Sales Executive – Engineering Base software from Aucotec Germany and Selec products from Selec Controls Pvt. Ltd. India.

iEngineering Australia - Branch -Bavdhan, Pune, Maharashtra

February 2017 – Present.

Engineering Base - Establishing total sales and services network for EB software in the Oceania region & taking care of all the activities related to EB Software starting from Introduction to Implementations. Making plans, calling the potential clients and decision makers in Australia, New Zealand and other parts of Oceania region. The understanding requirement from the prospects and explain to technical and development team to present exact solution required from the customer

Selec Products – Marketing activities of all Selec products via Email, LinkedIn and Cold Calling. Setting up demo presentation meetings. Preparing quotations and executing delivery work.

TECHNICAL INTERESTS

Power generation technology –Analog and Digital Electronics-Power System

PROJECTS

Power Generation from Sound and Pressure.

PERSONAL SKILLS

Leadership, Teamwork, Good analysis of problems, Good communication skills.

CO-CURRICULAR ACTIVITIES

Event head at M-pulse of “aqua-robo” in modern engg.

General Secretary of Military boy’s hostel.

SEMINARS AND WORKSHOPS

Seminar on Home automation.

Paper Presentation on “Smart Home” in modern engineering.

INTRENSHIP

Internship at H.A.L

ACHIEVEMENTS

State level championship in volleyball and Cricket.

Two-time winner in inter-collegiate volleyball tournament.

PERSONAL DETAILS

Date of birth : 4th Aug 1993

Linguistic Abilities : English, Hindi and Marathi.

Address : Plot no.24, behind Savitri hotel, Pandit colony, Agra road,
Ozar(Mig), Nashik, 422206.

DECLARATION

I confirm that the information provided by me is true to the best of my knowledge and belief.

June 18, 2018

Gaurav Shelke.