



ROHIT ARUN TAJANE

Contact No.:- +91-8087887710 Email:- rohit.tajane3633@gmail.com

PERSONAL SUMMARY

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. Rohit uses her ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications. He has a long track record of not only promoting the sales, testing and repair of her products, but also in helping in the design of custom-made products. Possessing superb communication skills means that he is capable of simplifying and communicating complex concepts to a non-technical audience. Right now He is looking for a suitable position with a company that is well established and outperforming the market.

Trainee - 2015

Employers name - Indian Railway Traction Workshop,Nashik.

CAREER HISTORY

Industrial Automation SALES ENGINEER - August 2015 - Present

Employers name - Fox Solutions,M-9, MIDC Ambad, Nashik-422010.

Experience :- 2.5 Years.

Responsible for selling the company' s products, responding to clients' queries, and providing advice and support on a range of product related issues.

Duties:

- Demonstrating how a product meets a client' s needs.
- Workout for SIEMENS PLC Panel,VFD Panel,MCCB Panel all of automation panel for client requirements.
- Purchase for material from vendors and negotiate price.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing sales support during virtual and on site client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.

- Preparing reports for head office and senior managers.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to audiences.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- Traveling to visit potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.

KEY SKILLS AND COMPETENCIES

- Experience of a Sale Engineers role in the technology industry.
- .Siemens PLC , VFD & Switch-gears.
- Solving complex technical problems in a systematic way.
- Prepare and deliver executive level presentations.
- Strong consulting and needs assessment skills.
- Strong time, project management and multitasking skills.
- Ability to conceptually adapt technologies to fit various ideas.

Personal

- Strong written, verbal communication skills and sound of technical skill.

AREAS OF EXPERTISE

Sales and Marketing

INTRESTED IN

Sales & Marketing , Pre-Sales , Projects.

ACADEMIC QUALIFICATIONS

Diploma in Electrical Engineering -2015

ACADEMIC PROJECTS & SEMINAR

Earth Fault Leakage Current Sensing Relay:

This project is used in residential, commercial, Industrial application where human safety is important. In this project relay will trip whenever Earth Leakage fault is detected.

Keywords: Relay, Current Transformer, Microcontroller 8051.

Certificate in project:

- Certificate in K K Wagh college of Engineering.
- Certificate in N.D.M.V.P. college of Engineering.
- Certificate in P.V.G. college of Engineering.

PERSONAL DATA:

Father's Name	:	Arun Deoram Tajane
PAN No	:	AUOPT0957D
Aadhar Card No	:	926656755889
Driving License No	:	MH1520140010637
Date of Birth	:	16-11-1995
Sex	:	Male.
Marital Status	:	Single.
Languages known	:	English, Marathi & Hindi.
Hobbies	:	Swimming, Football, Traveling to new place, Cycling, Reading Inspirational Books.
Permanent Address	:	4610-117,plot no.-20, 'KULSWAMINI', Laxmi Nagar-C, Near Hanuman Temple, Amrutdham, panchvati, nasik-42200

Declaration:

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