

Rushikesh Kadhao

Professional Summary: 2+ Years Business Development Role & Key Account Management



CONTACT INFORMATION

ADDRESS:

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411038

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EDUCATION

MBA (Sales & Marketing) – 2016

First Class Post Graduation
MIT School Of
Management, Pune
University.

B. E (Electronics) – 2012

First Class Graduation
Nagpur University

HSC - 2008

75%

Maharashtra State Board

SSC - 2006

75%

Maharashtra State Board

2+ years of experience in Business Development for Europe and UK Region for Engineering Services in Machinery & Equipment, Industrial Automation, Industry 4.0 and Industrial Plant Engineering. Experience in key account management. Sharp, candid, energetic & self-motivated individual.

Specialties

- Account Management, Business Development
- Identifying the new industries, preparing action plans for effective search of sales leads and prospects, building and maintaining a sales pipeline based on highly refined and intelligent database.
- Exposure & experience in Business Development in UK and Europe (Denmark, Netherlands, Belgium, Sweden, Italy and Ireland) region.

Work Experience Details

Neilsoft Ltd (Pune)

January 2016 – Present

Company Profile: Neilsoft is a specialist engineering services & solutions company in mechanical, electrical, controls and software engineering servicing clients across a range of engineering segments like Manufacturing, Industrial Plants, Buildings, Infrastructure, Software Engineering helping improve their engineering efficiency, support their global footprint and improve their competitiveness. Leveraging technology, domain knowledge & our robust work planning methodology to ensure an effective global delivery model for engineering services projects, we have emerged as a partner-of-choice for leading international companies.

Positions Held

Key Account Management
Business Development Executive
Management Trainee

March 2018 – Present
July 2016 - February 2018
January 2016 – June 2016

Roles and Responsibilities:

- Key Account Management, penetrate new opportunities to increase new business from key accounts in USA, India and Japan in engineering segments like Buildings, Industrial Plants.
- Achieve targets by new business opportunities, new business leads.
- Focused on generating new business through OEM's, System Integrators, Owner Operators, Consultants and EPC companies by close association with technical team and various other departments to facilitate sales closure

COMPUTER SKILLS

Adobe Photoshop
Corel Draw
MS Office
MS Excel
Salesforce (CRM)

PERSONAL DETAILS:

DATE OF BIRTH 05/02/1991
NATIONALITY INDIAN
MARITAL STATUS UNMARRIED

LANGUAGES KNOWN

English
Hindi
Marathi

INTERESTS AND HOBBIES

Travelling, Cooking,
Reading, Listening to music,
singing

PERMANENT ADDRESS

272, Near Water Tank,
Laxminagar, Nagpur
440022

Work Experience Details

- Identifying and understanding clients need & accordingly offer the best service & solution through setting up meeting with clients (C-level Executives) and detailed Technical presentations
- Establish strong working relationship with C-level executives, decision makers.
- Identifying the new industries, preparing action plans for effective search of sales leads and prospects, building and maintaining a sales pipeline based on highly refined and intelligent database.
- Effectively manage Salesforce CRM for all sales related work
- Exposure to region - UK, Netherlands, Denmark, Belgium, Italy, Sweden, Ireland, India
- Engineering Segments – Manufacturing, Industrial Automation (Industry 4.0), Software Engineering Services, Industrial Plants and Buildings

Past Industry Interface/ Internship

Perennial Technologies Pvt. Ltd Pune

April 2015 – June 2015

Title: Viability study for launch of PSA gas generator in hospitals & manufacturing companies

Summary

Perennial Group of Companies is one of the leading power rental solutions companies in India. For maintaining the growth rate and to expand the rental business in different segments they wanted to enter in industrial and medical gas rental segment. My job was to guide the company that should they enter in this sector, if yes then how to enter, what should be the strategy by marketing, operational and financial study of the market.

Roles and Responsibilities

- Identifying Market Opportunity - Study of the current market situation for medical and industrial gas
- Feasibility study of PSA gas generator by financial and operational feasibility
- Preparing action plans - Suggestions for designing a strategy for launch of PSA gas generator

Achievements

- Aided the organization to make the decisions, business plans, strategy to enter into new service segment (industrial/Medical Gas) for maintaining the growth rate and to expand the rental business
- Among "The best of best top 101" in "E4 National Inter Collegiate Summer Trainee Awards 2015 (India Region)" Competed with business schools all over India!!!

Extra-curricular activities

- Among "The best of best top 101" in "E4 National Inter Collegiate Summer Trainee Awards 2015 (India Region)"... Competed with business schools all over India!!!
- 1st Prize for best promotion team in inter collegiate event of MITSOM
- Won consolation prize for SIP project competition and represent MITSOM on various national level competition
- Digital Marketing Certification course
- Member of placement cell in MITSOM
- District level volleyball player up to secondary education
- Design head for various college events
- Active participation in Sports & Cultural Programs throughout Education life
- Active Social Lifestyle

Declaration

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

Place: PUNE

Date:

Rushikesh Kadhao