

RESUME

Correspondence Address

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OBJECTIVE

To make the best use of the organization's resources using my knowledge, skills & attitude to achieve organizational goals. Also, to work in an organization which enhances my technical knowledge & skills and I will get scope for growth & development.

ACADEMIC QUALIFICATIONS

Course/Exam	Institution (University/ Board)	Year of Passing	Percentage
BE Mechanical	Pune University	2015	3 rd Year Appeared
Diploma In Mechanical Engineering.	MSBTE	2013	• 56%
S.S.C.	NASIK	2009	• 77%

EMPLOYMENT HISTORY

Sr. No.	Period	Job Title	Employer
1.	Jan 2017 – till date	Marketing Executive	Vadilal Chemicals Limited
2.	June 2016 – Jan 2017	Key Accounts Executive	Castrol India Limited
3.	15 Jan 2016 - 12 Feb 2016	Service Visit in Malaysia	VJ Engineering Trading & Services SDN. BHD. Malaysia.
4.	June 2015 – May 2016	Sales & Service Engineer	Minimac Systems Pvt. Ltd. Pune.
5.	Aug 2012 - May2013	Assistant Production Manager (Close Die Forgings)	Kran Rader Pvt. Ltd. (A Div Of Western India Forgings) Pune.

1) COMPANY ACCOMPLISHMENTS

Vadilal Chemicals Limited

Marketing Executive

Vadilal Chemicals Limited is a leading player in the industrial gas business that supplies pure gases, industrial gases, gas mixtures & speciality gases & refrigerant gases. Vadilal chemicals Limited carries a high degree of commitments towards quality, safety & services to ensure full customer satisfaction.

JOB RESPONSIBILITIES

- New Customer Development in Pune Region.
- New Business Development by Tendering Process.
- Handling Refrigerant Gas Business. (Purchase , Sales & Co-ordination)
- Generating new business from existing customers by introducing new products.
- Handling existing customers., arranging their despatches , payment follow up , controlling cylinders holding.
- Tracking Monthly, Quarterly & Yearly sales to achieve targets.
- Additionally looking for dispatch activities like making Billing Invoices , Goods Despatch Advices , Empty Cylinder Entries , Filled Cylinder Entries in ERP software.

2) COMPANY ACCOMPLISHMENTS

Castrol India Limited

Key Accounts Executive (Retail Market)

Castrol India Limited is the leading automotive and industrial lubricant manufacturing company in India providing technically superior synthetic, part synthetic and conventional engine oils and specialty lubricants for the cars, motorcycles, trucks and tractors.

JOB RESPONSIBILITIES

- Co-ordination with the sales team
- Planning of weekly, monthly, & quarterly targets.
- Follow up about daily sales with sales team & reporting to Area Sales Manager.
- Appointing new workshops in order to increase the sales.
- Achieving weekly, monthly, & quarterly targets.
- Arrangement of promotional activities at Castrol's Branded Workshops.

3) COMPANY ACCOMPLISHMENTS

Minimac Systems Pvt. Ltd. Pune

Sales & Service Engineer (Oil Filtration & Dehydration Systems)

Established in the year 2007, "Minimac Systems Pvt. Ltd. Pune", an ISO 9001:2008 company engaged in supplying, distributing, manufacturing, exporting and trading a range of **Oil Purification & Reconditioning Plants, Laser Particle counters and Allied Machines**. These products are highly acknowledged in the market for their features such as highly efficient, low maintenance and easy operation.

JOB RESPONSIBILITIES

- Marketing of Oil Purification & Reconditioning Plants, Laser Particle Counters and Allied Machines.
- Demonstrate the oil purification systems, Laser Particle Counters (Inline & Offline) and testing kits required for determining the oil quality level in NAS & ISO.
- Prepare & maintain all technical manuals & brochures of the oil purification system.
- Installation & commissioning of oil purification systems at customer's sites.
- Servicing of the oil purification systems, if there is problem occurring in the system. Making advancements in oil purification systems and dehydration systems to make system convenient & reliable for use and for its superior performance.

4) COMPANY ACCOMPLISHMENTS

Kran Rader Pvt. Ltd. (A Division of Western India Forgings) Pune.

Assistant Production Manager (Close Die Forgings)

- Founded in 1980. Over 25 years of Experience.
- Over US\$20 Million in exports.
- Total number of employees over 700.
- Customized forgings from 1kg to 10,000kgs.
- Installed capacity is over 80,000 Tons per year.

JOB RESPONSIBILITIES

- Inspection involved hot & cold components., ex. Bonnets, Connecting Rods , Crankshafts , Bearing Shell, Valve Bodies , Front Wheel Hub , Bowl Body etc.
- Preparing Forging Reports.
- Monitoring Production Schedule & Controlling.
- Preparing Monthly Reports Related to Production.
- Maintain All Type Of ISO Documents.
- Preparing WIP Reports Monthly.
- Daily Updating Production Activities in ERP System.
- Daily Maintaining Down Time Analysis & Maintaining Monthly Plan & Achievement Report.

COMPUTER / SOFTWARE SKILLS

- ERP System.
- MS OFFICE.
- C-Programming.

SKILLS & ABILITIES

- Good Learning ability, Coordinating ability, Good communication skills.
- Efficient working capacity with sense of responsibility.
- Increase in quality of work by effective use of available system.
- Strong analytical skills, Result oriented.
- Ability to deal with various kinds of people.

INTERESTED AREA OF WORKING

- INDUSTRIAL SALES
- SERVICE
- PROJECT MANAGEMENT
- MAINTENANCE
- PRODUCTION
- QUALITY CONTROL

PERSONAL DETAILS:

Name : Mahajan Saurabh Ramesh.
Father's Name : Ramesh Narayan Mahajan.
Date of Birth : 24th Oct 1993.
Marital Status : Single.
Permanent Address : Yogi Complex, B-302,
Chanod, Vapi.
Tal-Pardi, Dist-Valsad.
Gujarat (INDIA) - 396195
E-mail : msaurabh50@yahoo.com
Contact No. : +91 9665094343
Languages Known : Marathi, Hindi, Gujarati and English.

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.

Date:

Place: Pune (Maharashtra)

(Mahajan Saurabh Ramesh)