

Mahesh Prakash Gunjekar

1303/ Fressia Heights CHS, Anand Nagar, Dahisar East. Mumbai- 68
+917208534199

Career Objective:

To work in reputed developing organization, to put in acquired knowledge in practice and grow by achieving organizational goals.

Career Progression:

Nov 2019 – Till Date

G4S Security Systems India Pvt. Ltd.

General Manager – Sales

Department – ITS

- Responsible for generating the business from various segments such as Commercial, IT, Government, Manufacturing, Pharmaceuticals etc and achieve the Sales Target INR 9.5 CR for the region allocated by the Organisation.
- Ensuring the strong connect & healthy relationship with End Customers, Turnkey Contractors, Consultants & OEM's in the industry.
- Creating the Key & Strategic accounts segment wise.
- Working closely with key internal stakeholders to provide accurate and timely information in terms of opportunity analysis, solution development, competitive costing, commercial proposition integration and business case alignment.
- Effective use of Sales Management tools Such as Salesforce to update the ongoing opportunities & Funnel.

Working with following to name few Major Customers for IBMS Solutions :-

Government – Connected with ONGC, SBI, Mumbai Metro, Shapoorji & Pallonji (For Government Sector Projects) with potential of approx. 10CR

IT/Commercial – Connected with major IT Giants with PAN India presence like Capgemini, Syntel, IBM, Redhat, L&T with Potential of approx.. 6-7 Cr +.

Banking - Connected with Yes Bank, HDFC Bank, BNP Paribas, ICICI Bank for upcoming projects & Expansions along with Solution based requirements with a high potential (Approx. 4-5 Cr+.)

Pharmaceutical- Connected with Major Pharmaceutical Industry plants headquartered in Mumbai & spreaded across Ahmedabad, Baroda & Ankleshwar in Gujarat & Goa like, Torrent Pharma, Zydus Cadila, IPCA, INTAS Pharma, Alembic Pharma, Sanofi, Lupin Pharma, Cipla, Phfizer.

Consultants & PMC's - Connected with upcoming Ralays Consultant for Commercial & IT Projects, MIPL Consultants for Banking & Government Projects, Godrej & Boynce for the upcoming Major IT & Government project. Kapse Consultants. Interics Design. Along with JLL & CBRE, Sodexo, MMoser etc for upcoming projects & opportunities.

Turnkey Contractors- Connected Turnkey Contractors like Shapoorji Pallonji, Tata Projects, Voltas, JMC Projects etc.

July 2018 – Nov 2019

Schneider Electric India Pvt. Ltd.

Deputy Manager – Sales

Department – Building Management Sales

- Ensure to deliver Substantial growth & meet the Sales quota of 5 CR for Western Region allocated by the organization.

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- Business Generation in west from Various Segments i.e IT, Banking, Commercial, Government etc.
- Specific Focus on Solution Driven opportunities such as upgrades , Energy Efficiency Solutions, Access Control/CCTV Upgrades, Fire Alarm System to the latest technology.
- Working towards the acquiring the third party accounts.
- Work closely with the key consultants for specifying the Schneider Products for upcoming projects .
- Effective use of Sales Management tools Such as Salesforce to update the ongoing opportunities & Funnel.

Worked with following to name few Major Customers for IBMS Solutions :-

IT/Commercial/Datacenter - Capgemini (PAN India) , Syntel (Security & Surveillance System), Tata Consultancy (Intrusion Alarm System), Halliburton (BMS), J&J (IBMS System) , STT (IBMS Systems) , Sify (IBMS Systems) for Security & BMS Upgrades (Approx Opportunities worth 4 CR)

Banking - Worked with Yes Bank, HDFC Bank, BNP Paribas, Edelweiss, Kotak Mahindra for multiple opportunities of Security & Surveillance Expansions & Upgrades (Approx Opportunities worth 5 Cr.)

Government – Worked with HPCL, NABARD , ONGC for BMS & Fire Opportunities.

Pharmaceuticals – Worked with Pfizer , IPCA, Lupin Pharma, Sanofi, Novartis , Alembic Pharma, Encure Pharma etc for various IBMS Opportunities.

Consultants & PMC's - Worked very Closely with Godrej for with Commercial projects & Retrofits, & MIPL Consultants & workshop Architects, Kapse Consultants for Banking Sector.

Turnkey Contractors- Worked with HPE For multiple opportunities such as ONGC, BSE etc. Worked with Shapoorji & Pallonji & L&T.

Key Achievements & Projects

Secured business from Customers like – Edelweiss BSE, STT Datacenter, IBM, Sify, HPE, Colgate Palmolive, Proctor & Gamble etc. spreaded across various segments.

Successfully acquired new accounts along with ensuring the retention of existing accounts for the recurring business.

June 2016 – July 2018

Tyco Fire & Security India Pvt. Ltd. /Johnson Controls I Pvt. Ltd.

Service Sales – Manager

Department - Sales

- Managing West region for Retrofit Opportunities & Maintenance contracts with Sales quote of 5 CR.
- Focused Approach on Customer retention & Recurring Business.
- Ensuring business growth through various segments i.e Government , IT, Commercial, Banking & Global Accounts.
- Managing Global Accounts like – JP Morgan, UBS, Credit Suisse etc.
- Ensured Effective use of Sales tools like Salesforce to update Opportunities & Active funnel.

Worked with Below customers to name few –

Government – Worked with Government customer for Security System requirements ONGC, Air India, Mumbai International Airport etc.

Banking – Worked with Major Financial & Banking Customers like, JP Morgan, Morgan Stanley, UBS, Credit Suisse, Julius Baer.

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IT/Commercial/Datacenters – Worked Successfully with IT Giants like Capgemini, Tata Consultancy, Infosys, L&T Infotec , STT Datacenter

Also have managed breakthroughs in Johnson & Johnson, Essar. Gulf Oil, Renishaw Metrology, Lokhandwala Foundation School etc.

Key Achievements & Projects

Secured business from Customers like – STT Datacenter, ONGC , AIR India, Morgan Staley, JP Morgan, Renishaw Metrology , Lokhandwala Foundation School, L&T Infotec etc.

Maintained Large Accouts Like, UBS, STT Datacenter, Air India, Morgan Stanely etc.

Ensure the 100% Retention of the customer along with Acquisition of New Accounts.

Jan 2015 – June 2016

Carrier Race Technologies Pvt. Ltd. (Company By United Technologies Corporation)

Assistant Manager – After Market

Department – Aftermarket

- Lead Sales for WEST region (I.e. – Mumbai, Ahmedabad, Goa, Pune, etc.)
- Providing company with analysis of market & competitor intelligence.
- Sales for various projects for Building management system, Fire Alarm System.
- Getting new contracts such as annual maintenance or Operational contract.
- Assisting estimation team in pricing & written proposals to clients.
- Communicating with clients on daily basis.
- Monitoring the operations of Service team.

Worked with Below customers to name few –

Banking – Successfully secured business from ICICI Bank for Command Center Solution across India.

Pharmaceuticals – Worked with Torrent Pharma, Zydus Cadila , Zydus BSV, IPCA, Alembic Pharma, Pfizer, Novartis etc for Implementation of Building Management System.

IT/Commercial/Datacenters – Worked Successfully with IT Giants like Capgemini, Tata Consultancy, Infosys, etc.

Key Achievements & Projects

Secured business from Customers like – ICICI Bank for Command Center Solution across India, Renishaw Metrology, Infinity Mall. Pheonix Mall, Torrent Pharma, Zydus Cadila , IPCA etc.

Ensure the 100% Retention of the customer along with Acquisition of New Accounts.

July 2011- Jan 2015

Johnson Controls India Pvt. Ltd., Mumbai

Sr. Engineer

Responsibilities:-

- Department:- Controls, BMS(HVAC).
- Leading a team for Northwest region North America IBMS Solutions
- Design of HVAC.
- Handling various Individual projects.
- Use of Software's like AutoCAD, Microsoft Visio, GGT , Metasys etc.

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Major Overseas Projects Worked On

➤ ITAU Data Center , Brazil:-Project Details:-

ITAU is one of the largest bank in Brazil, The new Data Center of the bank will have a greater area than 120 football fields and should become the main technological core of the institution in the world. The investment is \$ 800 million. In this first stage, will be approximately 67 thousand square meters of constructed area. Currently Two data center are in completion stage.

Responsibilities:- Commissioning Engineer

- Commissioning of Chiller for DC1 & DC2 , Each Data center has 9 Carrier Chillers.
- Commissioning of management level Supervisory Device such as NAE.
- Testing with HP for the operation of chillers.
- International Certification test with Uptime.

➤ Petrobras , Santos, Brazil:-Project Details:-

Petrobras perform as an integrated energy company in the following sectors: exploration and production, refining, marketing, transportation, petrochemicals, oil product distribution, natural gas, electricity, chemical gas, and biofuels. This was the new tower which has been built.

Responsibilities:- Commissioning Engineer

- Commissioning of BMS equipment's such as AHU , VAV
- Commissioning of management level Supervisory Device NAE

➤ Concourse 3 Dubai Airport, Dubai:- Project Details:-

Dubai Airport concourse 3 is entire concourse built specifically to handle Airbus' A380 aircraft, the 20-gate concourse hosted its first flight on Jan. 2, the beginning of efforts to phase in the facility. The project is part of a broader \$7.8 billion expansion effort by Dubai's international airport.

Project Included 486 AHU's of 7 different types, with around 800 VAV's & 1800 FCU's with the commissioning part of BMS, Highlight on supervisory level Marathon was introduced in ADX for the redundancy & BMS Integration with third party device.

Responsibilities:- Commissioning Engineer

- Commissioning of BMS equipment's such as AHU, VAV
- Commissioning of management level supervisory device
- Database generation & Integration with 3rd party BACNet device for BMS.

➤ Dubai World Central (Jabel Ali Airport):- Project Details:-

Dubai World Central also known as Dubai Logistic City is entire package of 11 buildings. With one being the headquarters.

Responsibilities:- Commissioning Engineer

- Commissioning of BMS equipments such as AHU, Fans, Stair Pressurization Fans, etc.
- Commissioning of management level Supervisory Device such as NAE.
- Database generation.

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- Commissioning of 1500 BTU meters
- Complete handover of BMS Systems.

July 2010- June2011

Stanley Engineering Works, Mumbai Design Engineer

Responsibilities:-

- Design of Diamond Cutting Machinery.
- Proposed changes in design concepts with help of software like AutoCAD & Top solid.
- Making use of latest technologies in design of new machines.

Jan 2010- June 2010

Traxit Engineers Pvt Ltd, Mumbai Trainee Design Engineer

Responsibilities:-

- Design of mixers & blenders.
- Proposed changes in design concepts using AutoCAD.
- Communicating with Customers.
- Sales promotion.
- Involved in estimation of products.
- Inspection of machineries.

Educational Qualification:-

- **B.E** in Mechanical Engineering 2009 from Parshwanath College of Engineering, Thane (Mumbai University) with 68.57%.
- **HSC** from Maharashtra State Board 2005 with 68.17%.
- **SSC** from Maharashtra State board 2003 with 78.13%.

IT Proficiency:-

- C programming, Microsoft Office.

Mechanical Software Proficiency:-

- Completed Foundation Course of **AutoCAD** in 2009.
- Trained In **Top Solid** (3D) with Stanley Engineering Works.

Important Skills:-

- Sound knowledge of IBMS
- Knowledge of Fire & Security Systems
- Ability to grasp new technical information quickly.

Strength & Extra Curricular activities:-

- Good leadership qualities with ability to work as a team player.
- Won few championships in CARROM & CHESS in regional level.

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Personal Details:-

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Permanent address:-	1303, Fressia Heights, NL Complex Near Shiv Mandir, Dahisar East, Mumbai - 400068
Landline No: -	022-28978723
Date of Birth: -	10 th June 1988.
Languages Known:-	Marathi, English, Konkani, Hindi.
