

Mr. SWAPNIL BHARAT PAGAR
Electrical Engineer (B.E).
Telephone: +918788036675
Email: swapnilpagar31@gmail.com

Career Objective:-

To have a challenging and potential career in an industry where I can showcase my skills, abilities and use my expertise for my organizational development and my personal growth. I wish to be a part of dynamic team at a position that is challenging to me and helps me to acquire new skills.

Education Qualifications:-

**B.E Electrical from K.K.Wagh College of Engineering & Research Institute, Nashik
SPPU Pune University with 73.73 %.**

HSC passed in the year May 2012 with **85.00%** (Maharashtra State Board of Secondary and Higher Secondary Education, Pune).

SSC passed in the year June 2010 with **94.18%** (Maharashtra State Board of Secondary and Higher Secondary Education, Pune).

Professional Qualification:-

Have been completed 2 months **CERTIFIED AUTOMATION ENGINEER(CAE)**- course at Technocrat's Academy of Automation & Control Technology, Nashik.(From 4 Dec.17 to 27 Jan 2018)

Total Work Experience: 2.5 Years

❖ **Epcos India Pvt. Ltd.(TDK Group) Satpur, Nashik**

❖ **Designation: Process Engineer**

Period: Dec.2016 to March 2017.

Company Profile:

Epcos India Pvt. Ltd., a TDK Group Company, develops, manufactures and markets electronic components and systems, focusing on fast-growing leading-edge technology markets, which include automotive electronics, industrial electronics and consumer electronics as well as information and communications technology.

❖ **Automation Artisons, Mumbai**

❖ **Designation: Sales Engineer**

Period: 1 May 2017 to 19 April 2018

Duties and Responsibilities:

- ❖ Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- ❖ Confer with customers and engineers to assess equipment needs and to determine system requirements
- ❖ Collaborate with sales teams to understand customer requirements and provide sales support
- ❖ Secure and renew orders and arrange delivery
- ❖ Plan and modify products to meet customer needs
- ❖ Help clients solve problems with installed equipment
- ❖ Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.

❖ **Sahara India Pariwar, Nashik**

❖ **Designation: Business Development Senior Executive (BDE)**

Period: 10 August 2018 to 27 July 2019.

Duties and Responsibilities:

- Build contact with potential clients to create new business opportunities.
- Keep prospective client database updated.
- Make cold calls for new business leads.
- Maintain knowledge of all products & service offering to the company.
- Cultivating positive interactions and relationships with sales representatives, team leaders and execute & evaluate the results.
- Developing growth strategies and plans.
- Managing and retaining relationship with existing clients.
- Having in depth knowledge of business products and value proposition.
- Identifying and mapping business strengths and customer needs.
- Reporting on successes and areas needing improvements.

Computer Proficiency:-

MS-CIT Topper in Nashik Region in 2010.

MS Office and Basic computer skills.

Academic Projects

1) Data Interpretation and Analysis Role:

Quality Analyst

Client: **Bosch Ltd.**

Location: Nashik

2) Power Quality Audit

Role: Test Engineer

Client: **The Times of India**

Location: Mumbai

Personal Details:-

Name : Mr. Swapnil Bharat Pagar

Address : 99,Chandrai Hsg Soc.,

Jadhav Sankul,

Ashoknagar, Satpur,

Nashik-422012

Maharashtra,India

Date of Birth : 31st May 1994

Religion : Hindu

Nationality : Indian

Marital Status : Single

Languages Known : English, Hindi & Marathi

I assure you that once given an opportunity I will work hard and smart to the best of my performance, ability and satisfaction.

Date :

Place :

Mr. Swapnil Bharat Pagar
BE Electrical