

### **Professional Summary:**

Proficient technical sales engineer with 2+ years of experience with the ability to tailor a presentation towards any audience and get the desired result. Success tools include comprehensive understanding of the product being sold, ability to deliver premium customer service and developing active referral networks.

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### **Work Experiences:**

#### **1) Boost Electronics: Sales Executive (2+ years)**

**Jan 2018 – Present**

- Identify potential customers through market trends / research, and business to business relationships.
- Develop and manage relationships with customers by active communication and regular face-to-face visits.
- Responsible for demonstrating company products (Interfacing Modules, Wire Harness, Cable Assemblies, DI/DO modules and cables, Control Panel) to customers.
- Preparing a detailed sales plan, identifying potential targets and areas for business expansion.
- Interpret customer technical needs and translate into design specifications for the research and development team.
- Manage customer orders, interface between production team and customer to ensure customer satisfaction.
- Involve in costing of new product development.
- Handling Export orders and documents required for exportation.
- Preparing weekly, monthly sales reports and presenting it to top management.
- Cold calling, preparing quotations and Payment follow up. Negotiate pricing and commercial terms and conditions.

#### **2) Ampcus Tech: Talent Acquisition Recruiter (06 months)**

**July 2017 – Jan 2018**

- Determine current staffing needs and produce forecasts.
  - Develop talent acquisition strategies and hiring plans.
  - Perform sourcing to fill open positions and anticipate future needs.
  - Plan and conduct recruitment and selection processes (interviews, screening, calls etc.).
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### **Educational Qualification:**

Sr. No	Qualification	University	Year	Marks (%)
1	Bachelor in E & TC	Pune University	2017	69.30
2	Diploma in E & TC	Mumbai University	2013	69.31
3	SSC	Mumbai University	2010	66.73

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**Area of Expertise:**

- Experience in working on Electrical Control Panels (MCC, PCC, APFC and PLC).
- Hands on experience in selling products like Interfacing Modules, Cable Assemblies, and Power Supply.
- Knowledge in Electronics Circuits, IC, Mobile Communication, etc.
- Excellent Communicator, Relationship building skills and Negotiating skills.
- Highly skilled in keeping and maintaining audit documentation.
- Excellent computer literacy (Outlook, MS Office).
- Experience in an Industrial or Manufacturing setting.
- Pro-active, organized and excellent team player.
- Motivated in target driven environment.
- Digital Communication Knowledge (Social Media).

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**Computer and Software Skills:**

- Python, C, Embedded C, Proteus.
- MS Office (Word, Excel, Outlook, PowerPoint)
- Google Drive (Docs, Sheets, Slides, Forms)
- Spreadsheets (Excel, Google Sheets,).
- Email (mail merge, filters, folders, rules)
- Presentations/Slideshows (PowerPoint, Google Slides)

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**Academic Projects:**

- Engineering Project: Electricity Theft Detection Using GSM
- Diploma Project: Automatic Home Appliance control using microcontroller 8051.

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**Hobbies and Interests:**

I enjoy socializing with family and friends as well as keep up to date with current affairs. In addition, I am a keen enthusiast for cricket and enjoy watching both International and league cricket matches.

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**Declaration:**

I, Akshay Pandit Bhadane, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Nasik, Maharashtra

Date:     /     /2020

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(Akshay Bhadane)