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**A/P. Pimpalgaon Ketki**  
**Tel. Dindori, Dist. Nashik**  
**Dindori- 422202**

### **Professional Summary:-**

Experienced sales professional with 3.3 years' experience in the Automobiles Engineering and Project EPC industry. Excellent communication and people skills. Charismatic with a proven record in Turnkey Project sales. Analytical thinker and strong negotiator, Strong Business Development & Project Management professional skills. Good in Sourcing, Pricing & people management.

### **Work Experience:-**

Year	Duration	Designation	Department	Company / Organization
Sep 17- Till Date	1.3 Year	Senior Executive- Sales	Sales & Marketing	OHMS Energy Pvt Ltd
Aug 15- Aug 17	2 Year	Sales & Purchase Engineer	Sales & Purchase	N V Auto Spares Pvt Ltd

### **Role as Senior Executive- Sales, Sales & Marketing, OHMS Energy Pvt Ltd, Nashik**

- Analyzing new customers and sales opportunities for driving revenue through channels.
- B2B and B2C sales – targeting Industrial, Commercial, Institutional and Residential segment.
- Researching the organization/ Industries and Individuals to identify new leads in market.
- Heading the zonal sales and execution team for Solar Business.
- Preparing the Techno Commercial Proposals & Marketing collaterals.
- Preparing the client tracker reports by collecting sale information and statistics.
- Planning & execution of sales activities to meet quarterly and yearly targets.
- Guide Chanel partners / dealers to develop secondary sales network.
- To develop new Chanel Partners & Dealers for new territory/ Regions.
- Prepare and present powerful sales / Promotional presentation that effectively demonstrate the value of proposition of product.
- Know the competitor's activities and prepare the strategy to counter that.
- Act as Engagement manager between Execution team and Client.
- Development of market by promotional events and exhibitions.
- Meetings with Clients to understand the specific requirement.
- Site feasibility with help of Projects Engineer for turkey solutions.

### **Role as Purchase Engineer, Sales & Purchase, N V Autospares Pvt Ltd, Nashik**

- Preparation of commercial comparatives.
- Follow up with supplies/ venders for timely delivery of material.
- Coordination with account team for vender payment and other any commercial queries.
- Perform regular performance review with suppliers to drive continuous improvements.
- Daily monitoring & reviewing of purchase indents, giving feedback to immediate Manager.
- Timely issuing purchase order (Minimize indent to PO issue lead time) to follow the Procurement process and documentation as per ISO / Statutory requirements.
- Perform basic call procedures at the customer's site and monitor operations.

- Review Technical Checklist, Commercial Checklist, Price Break up Sheet and other sales booking documents.
- Coordinate with customers on their current and future business requirements.
- Implement and ensure healthy business and margins for the firm by executing sales activities and generating the expected sales volumes and revenues as well as optimizing operational expenditures.

### Internship:-

<b>Paid Internship- “Prathmesh Ceramics Pvt Ltd. Nashik.”</b> <b>“Study of Manufacturing process in ceramic industry”</b> Studied various manufacturing processes such as casting, Molding, Grinding, Sand Blasting, Turning etc. in Ceramics, kiln Dept. and knowledge of basic furnace blasting.	2011-2011
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### Projects:-

<b>Final Year B.E. (Mechanical) Project – Sandip Institute of Engg. &amp; Management, Nashik.</b> <b>“Analysis and Modelling of Process Parameters for Milling Operation”</b> Analysis and Modelling of process parameters for milling operation by using various experiments combinations of number of flutes in tool, Depth of cut, Speed of tool, and feed. The analysis is done with help of Taguchi Method.	2014-2015
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### Technical Expertise

- MS OFFICE (Hands on experience in MS Excel and PowerPoint)
- Auto CAD
- Finite Element Analysis- ANSYS

### Interpersonal Skills

- Customer centric
- Result oriented
- Business development and project management
- Good communication & hold on languages

### Academic Qualifications:-

Qualification	University / Board	Passing Year	Marks Obtained
B.E. (MECH)	University of Pune	2014-2015	62.80%
HSC	State Board of Maharashtra	2009-2010	59.00%
SSC	State Board of Maharashtra	2007-2008	68.15%

## Extra-Curricular Achievements

- Head coordinator of **National level Technical fest “Aayaam-2015”** held in college.
- Creative team head of **National Level Technical event “Aayam-2014”**
- Participated in **National Level project competition** in held in Pune, MIT.
- Winning captain of College level **cricket competition**.
- Won the **first prize for “New Talent, New Poet” competition** in Nashik.

## Personal Information

- Gender : Male
- Date of birth : 9<sup>th</sup> August 1992
- Marital status : Unmarried
- Language proficiency : English, Hindi, Marathi, Gujrati
- Mother tongue : Marathi
- Interests / Hobbies : Writing Poems/ Blogs, Reading books, Trekking

## Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

Place –

Date -

**(GHORPADE YOGESH G.)**