





## PRANAV SANTOSH AMBRE

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### PROFESSIONAL SUMMARY

Analytical Mechanical Engineer with 2+ years of experience in B2B sales, technical operations, and cross-functional coordination. Proven record in managing key accounts, optimizing workflows, and supporting large-scale industrial and HVAC/Air Distribution projects. Skilled in proposal and tender documentation, client coordination, and data-driven decision-making. Adept at aligning engineering operations with supply chain requirements—bringing strong problem-solving, process understanding, and execution skills suitable for logistics and operations environments.

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### CORE COMPETENCIES

- B2B Industrial Sales & Account Management
  - Technical Proposals & Tender Documentation (Aligned with Contract Drafting/Negotiation)
  - HVAC & Industrial Systems Knowledge (Air Distribution Products - Technical Sales Focus)
  - Process Optimization & Operational Efficiency
  - Client Coordination & Relationship Management
  - Team Collaboration & Leadership
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### PROFESSIONAL EXPERIENCE

Sales / Operations Engineer — SYAMANTAK Industries Pvt Ltd (COSMOS)

 Oct 2023 – Present | Mumbai, India

- Expanded operational coverage across Pune and Nashik, achieving 75% regional growth through structured planning and client engagement.
- Managed key distributor accounts in Hyderabad and Bangalore, ensuring seamless technical and logistics coordination.
- Provided engineering support for HVAC and industrial system design, including air distribution and process control.
- Developed tender documentation and proposals, maintaining full compliance with client and ISO requirements.
- Collaborated with production and logistics teams to streamline order fulfillment and optimize material flow.

Production Engineer — Power Master Engineers Pvt Ltd

 May 2023 – Oct 2023 | Mumbai, India

- Supported end-to-end assembly operations for hydraulic torque tools and fluid systems.
  - Conducted 100% functional testing and inspection of mechanical components.
  - Contributed to SOP development and troubleshooting procedures that reduced assembly errors by 10% and improved throughput.
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## INDUSTRIAL INTERNSHIP

Calibration Engineer — Sacardande Engineers Pvt Ltd



2019 – Mar 2020

- Performed calibration of 20+ precision instruments (micrometres, pressure gauges, dial indicators).
  - Ensured equipment met ISO and safety standards for industrial operations.
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## EDUCATION

MBA (Operations) — Sinhgad Institute of Business Management | 2024-Pursuing|

B.E. Mechanical Engineering — A. C. Patil College of Engineering | 2020–2023 | CGPA: 8.72

Diploma in Mechanical Engineering — Government Polytechnic Mumbai | 2017–2020 | 68%

SSC — D. S. Vidyalaya | 2017 | 85.40%

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## PROJECTS

Air Cooling System Using Peltier Tiles — Final Year Project (2022–2023)

- Designed and developed a compressor-free cooling system using thermoelectric modules, reducing power consumption by 15%.

Maintenance of Ice Plant Test Rig — Diploma Project (2019–2020)

- Managed overhaul and performance testing of vapor compression systems for educational training use.
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## CERTIFICATIONS

- AutoCAD (2D & 3D Design) — *Autodesk Certified*
- Microsoft Excel for Engineers — *Udemy*
- Introduction to SolidWorks — *Dassault Systèmes*

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## **LANGUAGES**

**English | Hindi | Marathi**

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## **INTERESTS**

**Supply Chain | Automotive & EV Industry | Logistics & Distribution | Warehouse  
Optimization | Transportation Management | Inventory Planning | Route & Network  
Optimization | Process Improvement | Renewable Systems | Industrial Automation |**