

# Rahul Nalawade

Sales Engineer

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**Phone** 9527984117

**Location** Pune

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## OBJECTIVE

Experienced Sales in Aluminium Formwork and scaffolding field with technical background

Experienced in Managing dealers , generating leads , project sales

Good verbal , written communication skills and good listener.

To work with a company where I can get the opportunity to use my skills to contribute towards the mission of the company while enhancing my all round skills.

## SKILLS

- Excel
- client relationship management
- AutoCAD
- MS Office

## EDUCATIONAL QUALIFICATION

Field Of Study	School	Location	Date
Civil engineering	Government Polytechnic Kolhapur	Kolhapur	Jan 2012 – Jan 2018
SSC	St Xavier's High school	Kolhapur	Jan 2012 – Jan 2012

## PROFESSIONAL EXPERIENCE

Sales Executive

Oct 2019 – Nov 2020

Knest Verticals Pvt Ltd

Pune

Handling Retail and wholesale business

Project Sales

Payment recovery

Customer relationship management

Pre-sales and post sales

Solving technical queries of clients

Execution of aluminium Formwork

Achieving sales target

Marketing

Presentation at event's Prepared reports to analyze trends and make recommendations.

## Senior Sales Engineer

Dec 2021 – Feb 2022

SB Scaffolding India Pvt Ltd

Pune

Developing monthly sales strategies

Generating leads

Project Sales

Achieving targets

Generating leads from Kolhapur, belgaum,Goa ,Satara region .

Developing new dealers in Scaffolding

Working and preparing quotation and sales order on CRM ERP software

Payment recovery

Site service

## Sales Executive

Apr 2022 – Present

Knest Verticals Pvt Ltd

Kolhapur

Handling Retail and wholesale business

Project Sales

Payment recovery

Customer relationship management

Pre-sales and post sales

Solving technical queries of clients

Execution of aluminium Formwork

Achieving sales target

Marketing

Presentation at event's Prepared reports to analyze trends and make recommendations.

Looking after tier 3 cities ( Kolhapur, Goa , Solapur, belgaum, Hubli , Satara ) for developing vertical aluminium Formwork.

## CERTIFICATIONS

Auto Cad 2d , 3d

Oct 2018 – Dec 2018

Orchid Institute, Kolhapur

## ACHIEVEMENTS

Product Knowledge - Aluminium Formwork, Shuttering ply , Scaffolding and Shuttering material

## LANGUAGES

● English

● Hindi

● Marathi

## SOCIAL

**LinkedIn:** <https://www.linkedin.com/in/rahul-nalawade-644480148>

## DECLARATION

I do hereby declare that all the details mentioned above are accurate to the best of my familiarity and confidence.

Rahul Nalawade

12 Jan 2023