

MEGHAL SUNIL BHALERAO

ASSISTANT MANAGER - SALES

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📍 Vani, Dindori, Nashik, Maharashtra - 422215

PROFESSIONAL SUMMARY

Results-driven Electrical Engineer with 8+ years of progressive experience in EV charging solutions and power quality equipment. Proven track record in business development, lead generation, and technical sales across government and private sectors. Expertise in managing end-to-end sales processes, from lead generation to project commissioning. Strong background in electrical systems, customer relationship management, and cross-functional team collaboration.

PROFESSIONAL EXPERIENCE

Assistant Manager - Sales

Lubi Industries LLP May 2022 - Present

Maharashtra | EV Chargers (AC/DC)

- ▶ Drive lead generation across residential, commercial, and government sectors, targeting personal users, hotel chains, and private industries
- ▶ Establish and manage dealer networks, creating strategic partnerships with traders and business partners
- ▶ Target Charge Point Operators (CPO) to expand business opportunities and market reach
- ▶ Secure government approvals and navigate regulatory requirements for project implementation
- ▶ Provide technical support to sales teams, dealers, and partners to convert leads into successful business outcomes
- ▶ Develop strategic tie-ups with OEMs, Charge Point Operators, CMS Software providers, and electrical contractors

CORE COMPETENCIES

Technical Expertise

EV Charging Solutions (AC/DC), Power Quality Equipment, Harmonic Filters, APFC/RTPFC Systems, Electrical Design & Analysis

Sales & Business Development

Lead Generation, B2B Sales, Government Sales, Dealer Management, Proposal Development, Market Analysis

Project Management

End-to-End Project Execution, Installation & Commissioning, Customer Support, Cross-functional Coordination

Software Proficiency

MS Office Suite, CRM Systems, Technical Documentation, Data Analysis Tools

EDUCATION

Bachelor of Engineering

Electrical Engineering

- ▶ Conduct market analysis and provide competitive intelligence to corporate leadership
- ▶ Coordinate with production teams for product customization and order fulfillment

Senior Associate - Business Development

P2 Power Solutions Pvt LtdOct 2019 - Apr 2022

Maharashtra | EV Chargers & Power Quality Equipment

- ▶ Developed business opportunities in EV Chargers and Power Quality Products across private and government sectors
- ▶ Conducted comprehensive site surveys and technical requirement analysis
- ▶ Managed bid processes for RFPs and proactive business pursuits
- ▶ Designed and proposed cost-optimized technical solutions to meet customer requirements
- ▶ Supervised marketing proposal development and ensured compliance with company standards
- ▶ Managed complete project lifecycle from order handling to installation and commissioning
- ▶ Handled customer complaints and provided cost-effective technical solutions

Sales & Service Engineer

Ambik Harmonic Filter Pvt LtdApr 2017 - Oct 2019

Pune | Power Quality Equipment

- ▶ Performed detailed site surveys and customer requirement analysis
- ▶ Designed and implemented technical solutions for power quality improvement
- ▶ Managed installation and commissioning of APFC, RTPFC panels, and harmonic filters
- ▶ Conducted power harmonic analysis and provided technical recommendations
- ▶ Built and maintained relationships with high-volume customers
- ▶ Led new business development initiatives and project management activities

Savitribai Phule University

2014-2017First Class

Diploma in Engineering

Electrical Engineering

K. K. Wagh Polytechnic, Nashik

2010-2014First Class

KEY ACHIEVEMENTS

Best Debut Award 2018-19 -

Recognized for outstanding performance at Ambik Harmonics Filters Pvt Ltd

Innovation Recognition - Suggestion appreciated by MD for panel design improvements enhancing ventilation

Sales Excellence - Received award for selling first DC Charger of LUBI EV Solutions

PERSONAL INFORMATION

Date of BirthMarch 13, 1995

LanguagesMarathi, Hindi, English

NationalityIndian

Notice Period1 Month

Marital StatusMarried