



Profile Snapshot

- Overall 3+ years' experience. End-to-end exposure to Marketing & Corporate Sales, Business Development, Manage Key Accounts and Develop Channels along with Competition Analysis, and Strategic Marketing Management. Operations and Supply Chain Management.
- Experience in selling cutting-edge technology solutions to Small & Medium Business, Large Enterprise Accounts, BFSI, IT & ITES, and Education Verticals.
- Started with sales in early stages of my career selling complex IT Infrastructure Solutions like Servers, Storage, Virtualization, Cloud Services, Hosting, Managed Services and System Integration (DC/DR).

Work Experience:

- **ESDS Software Solutions Pvt Ltd, Mumbai**
Manager, Business Development, May 2017 to Present



Role Brief:

- Prospecting for potential new clients in Enterprise/PSU Accounts in respective regions.
- Develop a growth strategy focused both on financial gain and customer satisfaction
- Present, promote and sell products/services to existing and prospective customers to ensure a robust funnel of opportunities for Lines of Businesses.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives. pitching them the right solutions and submission of proposal for closing of order
- Manage and review Contract documentation, Payment terms and collection of money from Customer for the invoices generated for services rendered.

- **One Apollo Digital - Apollo Hospital Enterprise Limited, Hyderabad.**
Assistant Manager – Operations & Delivery, Sept 2016 to May 2017,



Role Brief:

- Responsible and accountable for on time delivery of projects with respect to cost, time and quality.
- Liaise with CEO in developing, implementing and monitoring new business strategies/initiatives for the Organization. Lead in launching of Loyalty Program initiative across all the group level Businesses.
- Identifying new initiatives and projects as aligned to the launch and developing plans for the same

- **Videocon Industries Ltd, Aurangabad.**
Engineer, PPC & Production – Washing Machine Division.
July 2011 to Jan 2013.



Industry Exposure

- Ashish Industries, Nasik – Engineer, Loading and Capacity utilization of GPMs, Jan 2013 to May 2014.
- Mahindra & Mahindra Ltd, Igatpuri – Industrial Engineering training
- Toyota Kirloskar Plant, Bangalore – Industrial training on Lean Manufacturing system.

Education

Year	Course Studied	Name of the Institution / University	Major Subjects	GGPA / %, Score
2014-16	PGDM	Kirloskar Institute of Advanced Management Studies (KIAMS), Pune.	Marketing & Operations	2.96/4.00
2011	BE	Dr. J.J. Magdum College of Engineering, Shivaji University Kolhapur.	Mechanical	62.71%

- **PGBM Electives:** Brand Management, Digital Marketing, Services Marketing.

Summer Internship

Tata Motors, Dharwad, April 2015 to May 2015.

Project Title: Supply Chain Network: Efficiency and Value Addition, in production of TATA ACE ZIP

Key Learning - Efficiency and Effectiveness of Supply Chain in production of TATA ACE ZIP vehicle.

Efficient planning and sourcing of materials from suppliers to improve productivity.

Improvement in processes related to warehouse and Inventory management.

Academic project

Institute: Kirloskar Institute of Advanced Management Studies

Strategic Marketing Management: On Bajaj Motorcycles.

Based on Primary and Secondary research to determine the Strategic Product Positioning for Bajaj Motorcycles. Project included strategic orientation and analysis, Product portfolio, customer and competitor analysis for Bajaj Motorcycles

Relationship Marketing: On IndiGO Airlines.

Project included Customer acquisition, development & retention strategy adopted by indiGo Airlines through primary and secondary research based on information collected from Airport in Pune, Mumbai & Bangalore.

Graduation Project

Institute: Dr J.J. Magdum College of Engineering, Shivaji University Kolhapur.

Title: “Multi-Ball_Disk Variable Speed Drive” designed for Automobile Transmission system.

IT Proficiency: CATIA V5, Uni-Graphics Nx CAD P, Pro/E Wildfire, AutoCAD, MS Office, SAP

Achievements:

- Star Performance Award at Videocon for Maximum contribution for increase in Productivity
- Distinction in Australian National Chemistry quiz organized by Royal Australian Chemical Institute
- Elected as a Placement Coordinator at Dr JJMCOE & KIAMS.

Personal Profile:

Sex	- Male, Unmarried
Nationality	- India
Languages known	- English, Hindi, Marathi
Permanent Address	- Plot NO. 9, Opp. Atri Niwas, Kamgar Nagar, Satpur, Nashik 422007
Present Address	- Flat No. 401, Swami Samarth Appt. Sector 20, Airoli, Navi Mumbai - 400708
Mode of Employment	- Permanent
Passport	- Yes
Preferred Location	- Pan India

Ojas C Lavangale