

Akash Luhar

Sales Manager

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Ahmedabad, Mehsana

SKILLS

- Leadership
- Communication
- Team work
- Proposal Writing
- Tender Management
- Business skills
- Corporate Etiquette

Software : Excel, Word, PowerPoint, Outlook, Gmail, MS team, Google meet, Auto desk Auto CAD User Certification, ERP, FIREFAS

English 
Hindi 
Gujarati 

STRENGTH

- Front Sales exposure.
- Strong in Techno commercial project sales, equipment sales & spares/consumables.
- Technical exposures in Material Handling equipments, Filtration equipments, Fire Fighting systems, Turn key & EPC projects.
- **Corporate, Government Accounts management.**
- Client oriented approach to close deals.
- Exhibitions management.
- Long term client relationships.

WORK EXPERIENCE

Jan. 2014 - Present
Mehsana, Gujarat

NEPTUNE INDUSTRIES LIMITED

- NEPTUNE INDUSTRIES LIMITED is a **30 years old company** and pioneer in manufacturing of **refractories plant & equipments** i.e Auto batching & weighing plants, counter current intensive mixers, extruders and customized tailor made machines for special applications to various segments of industries i.e. refractories plants, steel plants, abrasive plants, castable plants, refineries, oil & gas industries.

Working as a Sales Manager

- To study the application and recommend the best suitable closure.
- Demonstration / Presentations at client site.
- Techno commercial proposal preparation, Negotiation and finalize order.
- Maintain sound & Healthy client relationships.
- Extensive spare parts sales.
- National Exhibitions management i.e **IFEX Delhi, Indian Ceramics Asia 2023, World of Recycling Delhi, INTERSOLAR Gandhinagar.**
- Travelled all Gujarat, PAN India
- **Client Handled : Dalmia Rajgangpur, Dalmia Jamkhambhaliya, Calderys - Wankaner, Morbi region small customers.**

July, 2013 - Jan, 2014

Ahmedabad, Gujarat

MEHTA & ASSOCIATES FIRE PROTECTION SYSTEMS PRIVATE LIMITED

- MASS is a **30 years old company** and pioneer in EPC, Turnkey projects of FIRE FIGHTING SYSTEMS i.e Fire Hydrant system, sprinkler system, Fire suppression systems, Deluge valves & fire systems accessories offered in various segments of industries i.e. Infrastructure, steel plants, refineries, oil & gas plants, Hydro power plants, Dairy, Automobiles, Thermal power plants.

Working as a sales cum Estimation Executive

- Working on Leads, convert to enquiries, Pre bid meetings, estimating, tendering, prepare offer and focus till it is converted in order.
- **Project sales through tendering, Finalizing Government orders.**
- Prepare bids of Fire protection systems through plant layout drawing, calculate piping length, Deluge valves, pump house and prepare BOQ with price and provide approval to team leaders.
- **Client Handled : AMUL Dairy, TATA Motors, and Gujarat Regional small customers.**

March, 2012 - June, 2013

Ahmedabad, Gujarat

FILTER CONCEPT PVT LTD

- FCPL is in the field of manufacturer and exporter of **INDUSTRIAL FILTRATION PLANTS & FILTERS** to various segments of industries i.e. Petrochemical plants, Fertilizer plants, Water treatment plants, Power Plants, refineries, oil & gas industries.

Sales & Estimation Executive

- Assist and Prepare bids of PSU Tenders i.e. BHEL, HPCL - Mittal Energy, GSFC, GNFC, EIL, Indian Air Force, RRB etc
- Assist and prepare bids of Reliance, Grasim, Aditya birla, Adani, Punj Lyod, EIL, Toyo Engineering.
- **Clients Handled : ADANI Mundra, ADANI - Kawai Power Plants etc**
- Asst on Global proposals of National Oil well Warco - UK, Proctor & Gamble, P & G etc
- Prepare bids of Cartridge Filter Housing, Bag Filter Housing, Auto back flush & Auto back wash filter systems, Basket filters Housings, HEPA Filters, Oil Filters, Air Filters, Y strainers etc
- Costing of factory made machines in excel.
- Internal departments coordination for gathering GA drawings.
- Modification of drawings in Auto CAD.

EDUCATION

July, 2010 – Aug, 2013

Vadodara, Gujarat

BE - MECHANICAL ENGINEERING

Swami Vivekanand Institute - AMIE

- First class

May, 2007 – June, 2010

Himmatnagar, Gujarat

DIPLOMA - MECHANICAL ENGINEERING

Government Polytechnic

- First class

HOBBIES

- ✓ Reading books
- ✓ Listen Songs
- ✓ Travelling

PERSONAL

- ✓ Date of Birth : 13th October, 1992
- ✓ Married
- ✓ Home town : Ahmedabad, Gandhinagar

