

Curriculum Vitae

Devkumar Purushottam Mahisekar

F-40,Rajas Garden

Senapati Bapat Road,

Pune-411016

Phone-9011687999

Nationality: Indian, Gender: Male, Date of Birth: 10/11/1968, Marital status: Married.

Career Goal.

Persistent endeavor to achieve organizational objectives and excellence.

Academic Qualification.

M.B.A. (Marketing Management), May 1997 from I.M.C.D., University of Pune, with I Class,.

The course includes Marketing and Sales management

B.E. (Production), May 1994 from J.N.E.C, Dr.B.A.Marathwada University, Aurangabad,with II Class.

The course includes Production management, Metrology, Applied mechanics, Engineering drawing and Workshop technology.

M.B.A (Production and Materials Management), April 2011 from Pravara Centre for Management Research and Development, University of Pune, with I Class.

The course includes Operations Management, Transportation, Warehouse management, Supply chain management, Logistics management and Inventory management.

Other certifications.

Certificate course in CAD-CAM Operator,M.S.B.V.E.E.,in July 2014, with first class.

Diploma in E-Commerce Solutions Development,S.S.I.Education, Pune, in August 2001, with grade A.

Certification:The Secrete Power of Brands,University of East Anglia,U.K.,Online Course, 2015

Certification:Innovation,University of Leeds,U.K.,Online Course, 2015

Certification:Diploma in Customer Service,Alison,Online Course, 2015

Certification:Diploma in Supply Chain Management,Alison,Online Course, 2015

Career .

Total experience of 23 years and 6 months comprise of imparting Management Education, Sales of products , Organizing and, Managing Market survey across the country , Conducting Training programs across the country , Production.

Working Knowledge of MS Office, Excel and PowerPoint.

Management Education.

Imparting Management education and Research in Operations management and Marketing management specialization of MBA program, University of Pune.

Sales Experience.

Implementing periodic business plans.

Generating sales leads.

Conducting product demonstrations and addressing product capabilities.

Conducting process requirement analysis and suggesting apt solutions of products for client's business process needs.

Monitoring post sales tasks.

Market Survey and Training.

Conducting requirement analysis for research and training programme.

Managing Market survey across India and supervising data editing, encoding and tabulation.

Preparation of documents and formats required to conduct market survey.

Conducting Training programs across the country regarding Customer Service for Public sectors units.

Work experience.

Metric Global Limited, Pune as a Faculty.

September 2003 - May 2007.

A well-known organization for Market research, Consultancy, Training and Strategic and outsourcing.

Managed Market survey projects and conducted training programs in Customer service for the Public sector units across the country.

Insite Global Solutions Inc., Pune, as a Sales Executive.

July 1998 - August 03.

The company is in the field of developing and sales of Accounting software.

Sales of accounting software for Paints, Electricals and Hardware market segments in Pune.

Essai-Teraoka Limited, Pune as a Sales Officer.

October 97 - July 98.

An Indo-Japanese joint venture engaged in the field of manufacturing and marketing of Electronic weighing machines.

Generating sales leads

and managing sales of corporate sales accounts in Pune and Aurangabad.

Asian Skyweb Services, Pune as a Sales Representative.

July 95 to September 97

The company is into development and sales of Accounting software for cooperative banks and Distributers.

Sales of Accounting software in cooperative banks, Credit societies and Distributers in and around Pune.

Patheja Forgings and Auto Parts Limited, Aurangabad as Management Trainee.

July 94 - June 95.

The company is in the field of manufacturing Automotive forged components.

Supervising a shift, checking and completing tooling requirements and achieving production targets.
