

Curriculum Vitae

SUBODH NIVRUTTI KUTE

Address: - At Shendra , Post Kumbhephal , Tq. And Dist. Aurangabad

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PROFESSIONAL SUMMARY

Driven and motivated Business development engineer with exceptional consultative sales skills and active listening to help the customers solve the technical problems. Offering strong work ethic and track record of building loyal customer relationships. Seeking position in manufacturing industry to offer talents in business developments and account growth.

SKILLS

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|----------------------|--------------------------------|
| • Sales | • Field Consulting |
| • Lead Generation | • Techno-Commercial Discussion |
| • Enquiries | • Technical Consulting |
| • Quotation | • Business Development |
| • Negotiation | • Troubleshooting |
| • Payment Collection | • Prioritize workload |
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WORK HISTORY

June 2018-Current

Business Development Engineer - Inconel Flowmeters - Pune, Maharashtra

- Contributes to sales engineering effectiveness by identifying short term and long range issues and recommending course of action.
- Provided Technical troubleshooting and problem solving for clients with installed equipment.
- Generated the repetitive business from existing customer.
- Visited new prospective customers from allocated regions.

June 2017- July 2017

Marketing Intern (Export Division) - ISMT Ltd. - Pune, Maharashtra

- Lead Generated for Perforated Gun Tube from Two continents North America , Europe and One Sub-Continent India.
 - Lead Generated for Skived Cylinder Tube from Turkey and Germany.
 - Checked feasibility for manufacturing of Gun Barrel Tubes.
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EDUCATION

2018

Master of Business Administration: Marketing Management

Indira Global Business School, Parandwadi, Pune, Maharashtra.

2016

Bachelor of Engineering: Mechanical Engineering

Deogiri Institute of Engineering and Management Studies, Aurangabad, Maharashtra.

2010

Maharashtra State Board of Higher Secondary Education : Science

Shiv Chhatrapati College , Aurangabad , Maharashtra

2008

Maharashtra State Board of Secondary Secondary Education

Sant Meera School, Aurangabad , Maharashtra

PERSONAL DETAILS:

Date of Birth : 01 Jan 1993

Marital Status: Single

Hobbies : Travelling, Cycling, Bike-Riding
