



Swapnil Gawai

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Address: Rohan Ishan, Bavdhan, Pune-411021

Passionate about:

Business Development

Marketing

Sales

Lead generation

Management

Education:

- PGD in Piping engineering
- VIT, Pune Year- 2006-2007

- Advance Diploma in Tool & Die Making (Mechanical 4 Years)
- Indo German Tool Room
Aurangabad Year- 2001-2005

- S.S.C.
- Amravati Board-Year- 2001

- Lean Six Sigma Green Belt

- Pursuing Executive Program in Advance Management from IIM Kozhikode

Key Professional Skills:

- Business Development
- Lead Generation
- Sales, Marketing, Digital Marketing
- Project Execution/Management
- CAD & Mechanical Engineering
- AutoCAD & 3D Modeling
- Piping Design & Engineering
- Plant Design Management
- New Product Development
- Plant Layout/Factory Layout
- Plant set up consulting

Career Objective:

To secure a position that will fully utilize my professional skills while problem solving, organizational, communication, operations, and customer service skills, to enhance the company's business growth by emphasizing quality, continuous improvement, and high performance.

Experience Overview: (15 years of Experience)

Position: Business Development

Company: Avantra Products India Pvt. Ltd.

Duration: March 2020- Present (1.5 Years)

Summary:

- Handling the Marketing, Business Development, production planning & Quality control activities of Factory.
- Budgeting & Finance Management
- Project Planning & new product development
- Branding development
- Sales & Distribution management
- Inventory management
- Vendor development & Procurement assistance

Position: Marketing & Business Development

Company: Vertex Mobisoft Pvt. Ltd.

Duration: March 2017- Present (4.5 Years)

Summary:

- Handling the Marketing, Business Development, Projects for Engineering Design & Consulting projects.
- CAD Engineering projects management.
- Budgeting, new customer acquisition & creating sales strategy.
- Lead Generation
- Project Planning & new product development
- Online & offline Marketing
- Design projects handling & Management
- Plant Design & Plant 3D Modelling project management.
- Plant layout & Set up Development.
- Outsourcing & Vendor management

Software Skill:

- AutoCAD
- Autodesk Plant 3D
- Plant 4D
- PDMS
- Auto plant 3D
- Cadworx

Extra Curricular activities:

- Reading
- Singing
- Trekking & exploring new places
- Music Listening

Achievements:

- Best Performance award for Project work.
- Sports Head for college events
- Winner & Captain in office tournament
- Group leader in trekking events

Personal Details:**Father's Name:**

Mr. Baliram K Gawai

Date of birth:

06th June 1985

Nationality: Indian

Marital Status: Married

Permanent Address:

Jagdamba nagar, khamgaon road,
Shegaon, Dist. - Buldhana

Position: Piping Design Projects

Company: United Conveyor Corporation, Pune

Duration: March 2014 to December 2015

Summary:

- 3D Modelling of Piping fittings and components.
- Piping General arrangement & Detailing.
- Piping 3D Modelling of Ash Handling section.
- Piping & Pipe Support Detailing.

Position: Piping Engineer

Company: Kirloskar Pneumatic Co. Ltd.

Duration: March 2012 to March 2014.

Summary:

- Overall Detail Engineering of Compressor Package from start to fabrication & testing.
- Preparation of Preliminary Equipment layout, Fabrication Drawings, Bill of Materials
- Piping General arrangement, Nozzle orientation, equipment projections checking
- Piping 3D Modelling of complete package
- Supervising Outsources Designing & Plant 3D modelling activities
- Piping Isometric Drawing extraction
- Fabrication Drawing checking & preparation

Position: Piping Designer

Company: Neilsoft Ltd.

Duration: May 2011 to March 2012.

Summary:

- Piping Isometric Preparation
- Equipment Layout preparation
- Piping layout 3D modelling and GA drawing

Position: Piping Design Engineer

Company: Praj Industries Ltd.

Duration: January 2007 to July 2010

Summary:

- Overall Detail Engineering of Ethanol Distillation Plant.
- Preparation of Preliminary Equipment layout, Fabrication Drawings, Bill of Materials
- Piping General arrangement, Nozzle orientation, equipment projections checking
- Piping 3D Modelling of complete package
- Piping Isometric Drawing extraction
- Fabrication Drawing checking & preparation