Vishal Uday Jadhav

11, Krishna,Jadhav Colony

Makhamalabad road,

Panchavati, Nashik-422003.

Mobile no. 9766655514

vishaljadhav1@gmail.com

**CURRICULUM VITAE**

**Objective:-**

Seeking a quality environment where my knowledge can be shared and enriched. Looking for the better opportunity where I can improve and utilize my skills. Confident about myself, urge to learn more and would like to take up new challenges.

***In total 10 years of industrial sales experience of Sales in Pneumatics and Hydraulics.***

**Present Employer: -**

**Crescent Hydropneumatics.**

|  |
| --- |
| Crescent hydropneumatics is trading firm dealing into automation components like pneumatics and hydraulics to government organizations like MAHAGENCO, HAL, Ordanance factories as well as some private organizations. It develops and source quality components from competitive qualified manufacturing facilities in the region taking responsibility for Quality, Cost and Delivery. Crescent also takes care of AMC for dryers and chillers (HVAC). |
| **Designation**: Sr. Manager – Sales and service  **Location:Nasik**  **Duration**: From August 2015 to Till date  **Responsibility included:** |  |

* Routine online checking and filling up of Tender digitally or manually.
* To take care of Purchase related activities from vendors like material

selection, price negotiation and material follow up.

* Ensure timely material delivery to customers.
* Develop new vendor base as well as customer base.
* Payment and C form follow up

**ACHIVEMENTS: - Started and developed business with HAL**

**Past Employer:-**

**SMC Pneumatics (I) Ltd.**

SMC is Japanese MNC engaged in manufacturing of Pneumatics products. It has valuable customer base around all over world to mention few are M&M, Maruti, and Tata Motors.

**Designation**: JRSM – Business Development

**Location:Nasik**

**Area Covered**: Nasik, Ahmednagar, Jalgaon, Dhule

**Duration**: From July 2014 to July 2015

**Responsibility included:**

* Identify new prospects/Customers in remote regions and develop them.
* Promote new products in existing customers
* To achieve Sales Targets
* To monitor & control Collection of Receivables & C Forms
* To organize & monitor after sales support.
* Coordinate Training requirements of customers.

**ACHIVEMENTS: - Developed business from regions like**

* **Locus system, Prash machines, Anish Pharma, Chaitnya engineers of Nasik**
* **New product promotion and order in Jain irrigation Jalgaon,**
* **Maruti engineer,F5 engineers, classic wheels Ahmednagar**

**Previous Employer: -**

**Bosch Rexroth (I) Limited.**

“Bosch Rexroth is German MNC engaged in manufacturing of Automation products. It has valuable customers base all over the world

**Designation:** Asst Manager – Sales

**Location: Pune**

Division: Mobile hydraulics

Region: Pune, Nasik, Ahmednagar, Mumbai

**Duration**: From February 2008 to June 2014

**Job Function:**

* To achieve Order Intake & Sales Targets
* To monitor & control Collection of Receivables & C Forms
* To organize & monitor after sales support.
* Coordinate Training requirements of customers & their end Customers
* To monitor and control inventory.
* To achieve customer satisfaction by organizing field & in house service.

**ACHIVEMENTS: -**

* Developed new customer base like Maglec (I) Pvt Ltd
* New project order from existing customers like Atlas Copco, Nakoda machinery
* Achieved sales target in all the years during my tenure.

**Previous Employer:-**

**Rotex Enterprise Pvt Ltd (Division of Rotex Automation Limited)**

Rotex Automation Limited “, an ISO 9001 company, established in 1967,is leading Manufacturer

of Actuators, Valves of different sizes (solenoid, air operated, manual, mechanical) for various

Media, Linear Cylinders of different sizes for various industries, Limit switches and other

accessories.

**Designation**: Sales Engineer in Pune

**Duration**: From August 2006 to January 2008

**Previous Employer:-**

**Crescent hydro Pneumatics.**

(Dealer & Stockiest for Janatics (I) Pvt. ltd., & Trident Pneumatics)

Designation: Sales and Service Engineer

Duration: from December 2004 to July 2006 in Nasik.

**Job Profile:**

* To achieve Sales targets.
* Develop new customers i.e. searching new market potential.
* Maintaining Existing Customers and After sales service.

**Industrial training:**

* Basic Pneumatics and Electro pneumatics training from SMC (I) Pvt Ltd.,
* Industrial hydraulics training from Bosch Rexroth (I) ltd

**EDUCATION SUMMARY:**

1. Passed out **B.E Mechanical** from *Pune University* with **56.46%** in year 2004.
2. Passed out HSE from *Nasik* with **61.16%** in year 1998.
3. Passed out SSC from *Maharashtra Board* with **70.40%** in year 1996

**PERSONAL DETAILS**

**DATE OF BIRTH** **:** 15th November 1980.

**PERMANENT ADDRESS** **:** 11, Krishna, Jadhav colony, Makhamalabad road, Panchavati, Nasik.

**LANGUAGES KNOWN** **:**  English, Marathi, Hindi,

**EMAIL ID :** vishaljadhav1@gmail.com

**CONTACT NO :** +91 9766655514

**DECLARATION:**

I hereby declarethat all the details given above are true to best of my knowledge and belief.

Yours truly,

**(Vishal Uday Jadhav)**