**Dinesh Yenurkar**

**+919834985519, 9326657243, |||** dinesh\_yenurkar@yahoo.

**Results-driven sales professional with a talent for building key relationships to enhance company growth and objectives while maintaining a thorough understanding of leveraging existing and emerging technologies to drive business goals**

**ǁ Profile Summary**

**Offering 10+ years of experience**

* Enterprising, extroverted and customer-focused sales person with a natural ability for building new business and forging loyalty with clients, vendors and external business partners
* Identifies and capitalizes on emerging business ventures to propel an organization to the top tier of its industry
* Motivational management style with a proven history of building, guiding and retaining high-performance efforts to develop and implement strategies for accelerated growth
* Hands-on experience in after sales of Boilers and electrostatic precipitators with relevant knowledge of Pumps, Motors, compressor and Valves.
* Extensive experience in a fast-paced highly competitive industry from key roles to the growth development and transition
* Effective at interfacing with clients and maintaining strong relations with them for generating avenues for further business

**ǁ Key skills & competencies**

-After Sales & Marketing -Business Development -Marketing

-Coordination & Liaison - E tendering & Bidding - Negotiation

-Team Handling - Documentation and follow up - Dealer mgmt

**ǁ Organizational Experience**

**(SHEL) Sunil HiTech Engineers Limited (EPC –Thermal Power plants)**

**Growth Path:**

Jun 14- Mar’18 Senior Officer (Sales, Marketing & BD)

Jun 12- May’14 Officer (Sales, Marketing & BD)

May’09-June’12 Assistant Officer (Sales, Marketing & BD)

**Role**:

• Co- ordination and Techno – commercial bidding of the enquiries for boiler pressure parts / ESP and

Road, Infrastructure Tender.   
• Getting rate inputs from factory or collection of quotes from the vendors.   
• Preparing offers, estimation, approvals, submission & correspondence with Customer pertaining to the

tenders.   
• Attending Pre bid & Post bid meetings.   
• Co-ordination for the execution of the order & collection of payments.   
• E-tendering & various registrations needed time to time.   
• Database development, analysis of data and new business development.   
• Co-ordination & support to regional sales office.

• Co-ordination for LC / BG/ waybills.

• Monthly presentation to top management for MIS of tenders works accomplishment and receivables.

• Member of sales CFT committee.

**Gained knowledge of boiler pressure parts ESPs, pumps, seals etc.**

**CLIENTS: MSEB, MPEB, CSEB, NTPC, BHEL, ACC cement, Manikgarh cement etc.**

**In the year-2017:**

* Bagged Spare Order of NTPC for ESP spares – 1 Cr
* Bagged Spare Order of MSEB Nasik for boiler spares – 0.8 Cr
* Bagged Spare order of MSEB Chandrapur – 1.5 Cr.
* Successfully bagged Civil, Structural and Architectural work of 2x600MW D.B. Super Thermal Power Project from L&T, Baroda of Rs. 165.00 Cr.
* Successfully bagged Design, Engineering, Preparation of General Arrangement, Construction as well as Fabrication Drawings, Supply of all Labour as well as Materials except supply of cement, Reinforecement, Structural Steel (Which covers under Supply Contract) and Construction of all Civil, Structural as well as Architectural Works for MPEB Sarni expansion Phase II

**Awards & Recognition:**

* Received Appreciation Letter from MD of the company 2014.

**Previous work experience**

**1) Net Ambit (I) Services Ltd. -** Channel partner of ICICI Prudential Life Insurance Company Ltd., Nagpur.

**June 2006- April 2009**

**Designation:** Territory Manager.

**Description & Responsibilities:** Leading a team of 15 Sales Executives for achievement of Branch Level target of insurance, to motivate, train and develop the team members by conducting daily reviews, meetings, huddles and also to check e if each executive meets expected target.

Target covered – Rs 20 million.

**2) IndusInd Bank Sales & Services Private Limited**- Marketing arm of IndusInd Bank

Limited) Nagpur Branch

**Nov.2004 –May 2006**

**Designation -:** Team Leader - Sales

**Description & Responsibilities:** Leading a team of 12 Junior Sales Executive for achieving Branch Level target of Home Loans, Personal Loans, Trade Finance, and mobilization of Saving, Current and Term Deposits.

Total Annual target covered – Rs 10 million.

**Educational Qualification**

|  |  |  |
| --- | --- | --- |
| **Name of Degree** | **Year of Passing** | **Name of Institute/ University** |
| MBA | 2019 | -------- |
| Bachelor of Commerce | June-2001 | Nagpur University |
| H.S.S.C | June-1998 | Maharasthra State Education Board |
| S.S.C. | June-1996 | Maharasthra State Education Board |

**Computer Knowledge:-** MS Office, **Language Known :** English, Hindi, Marathi

**Personal Information**

**Name :** Dinesh Ramesh Yenurkar **Marital Status : Married**

**Address : Manish**  Nagar, Somalvada, Wardha Road, Nagpur –440010. **Date of Birth:** 24/06/1981