**Gokarna G. Disale**

**Sr. Engineer- Sales ( Pre& Post order Activities)**

**( 4.5 Year Experience In India & 5 Month In UAE)**

**E-mail: gdisale77@gmail.com**

**Mobile No: +91- 9552741829**

**Summary:**

Engineering professional offering total 4.3+ Years Experience in Technical Sales & marketing,Costing & Estimations ,Pre & Post order activities , After sales and Services support for Material Handling Equipments like**SGEOT , DGEOT Cranes**, Goliath cranes, under slung cranes, Wire rope hoist, goods lift and its after sales support for service & spares. **Industrial&Steel plant valves** like Gate, Globe & check valves ,Butterfly valves, Goggle valves, Back draft valves, Hot blast valves , Bell valves, **Electrical actuators , Pneumatic actuators , Hydraulic cylinder, Pneumatic cylinder**, **hydraulic power pack**for valves in Steel plant, Petrochemical ,chemical , Pharmaceutical, Power Plant Industrial Sector

Educational Qualifications:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Exam** | **Year of Passing** | **Board** | **Institution** | **Percentage**  **%** |
| B.Tech.  (Mechanical Engineering) | 2014 | Dr. BAMU, Aurangabad | Maharashtra Institute of Technology, Aurangabad | 83.32 |
| H.S.C | 2010 | Maharashtra State board, Pune. | Maharashtra Vidhyalaya, Barshi. Dist: Solapur. | 77.17 |
| S.S.C. | 2008 | Maharashtra State board, Pune. | Maharashtra Vidhyalaya, Bansarola. | 82.46 |

Organizational Scan (4 Years 4 month):

**ESMA Industrial Enterprises FZCO, Jebel Ali , Dubai ( UAE)**

**( 01/06/2018 to till date)**

Designation: Sales Engineer

Roles and Responsibilities:

* Creating New enquiries on SAP- ORION received from Sales Person
* Scrutiny of enquiry document and checking flexibility with design team
* Evaluating enquiry document , drawings and schedules
* Submitting technical drawings , technical data sheet to customer and get it approved
* Preparing costing and estimations for products
* For costing floating enquiries of bought out items to supplier/manufacturer
* Preparing techno-commercial offer on SAP- ORION and submitting it to customer
* Preparing Internal Material requisition for inside store items
* Releasing Sales memo to planning dept.
* Material follow up from supplier
* Preparing Proforma Invoices and payment collection
* Checking material stock on SAP- ORION
* Coordinating with fieldsales engineer
* Maintaining PO register
* Preparing Sales Presentation for monthly sales and projected sales

**Fouress Engineering India limited.**

**Since September-2016 to May-2018**

**Designation: Engineer- Sales**

(Costing &Estimations, Sales Support, Pre-& Post order activities) - Steel Plant Division

**Reporting To: DGM- Marketing**

**Key Responsibilities:**

* Handling **Indigenous & oversea** enquiries received from end users & branches for Butterfly valves, gate, globe & check valves, Goggle valves, back draft valves, hot blast valves required for steel plant, petrochemical plant,Refineries, Cement plant, Oil & gas industries.
* Techno-commercial study & documentation of proposals for **Indigenous & oversea**
* Providing Technical proposal drawings & technical datasheets for required products & get the technical acceptance to proceed further for commercial
* Preparation of pre order documents like enquiry registration in CRM (Sales Mantra), Design Drawings & Technical proposal, Mail communication
* Revise the technical offer as per customers requirement.
* Estimation / costing &**Quotation preparation indigenous / overseas.**
* Taking Back up offers/ Quotations of major bought out items from vendors for costing of products
* Arranging technical meetings with vendors for product development
* Vendor Development for major bought out atoms
* Techno-commercial discussion & order finalization with customers.
* Branch monitoring, Dealer Management, Dealer trainings
* Arranging quarterly review meetings, 1 to 1 discussion for sales short fall, upcoming projects for branches and dealers
* Preparing Monthly, Quarterly **sales achievement/Target presentation for DGM & MD**
* Maintaining purchase order tracking
* Preparing proforma invoice for payment collection
* Preparing Packing note for material dispatch
* Market development, market intelligence and competitive scanning.
* Product marketing & sales target achieving action.
* Responsible for the planning and execution of business and marketing plans.
* Arranging Techno-commercial meetings with customer
* **Online tender submission / Reverse auction for Government PSU & Private Steel plant**
* **Organize, motivate and lead sales teams (branches) and ensure the team reaches sales targets**
* Involvement in Sales management responsibilities such as sales forecasting, budgeting, customer & territorial planning, monitoring sales calls including result-tracking
* Plan, formulate and implement marketing strategies and activities to achieve business goals and expand Company product market share
* Initiate action plans to attain business goals.
* Maintain and improve product performance in the region.
* Preparation of marketing reports.
* Looking after Indigenous / Overseas customers.
* **Handling post order activities like drawing approval, advance collection, Manufacturing status, inspection, payment collection, etc.**
* **Maintaining Post order documentation as per ISO**

Product Handled:

* SGEOT , DGEOT , Goliath Crane, Under slung crane, Electrical Winch, Wire rope hoist, Chain Hoist, Goods lift, Gate, Globe & check Valves,Goggle Valve, Hot Blast valves , Back draft valves , Butterfly valves , Bell type valves , Auma Make electrical actuators, Gear boxes, Pneumatic actuators , Pneumatic cylinders,**PARKER** , **Bosch  Rexroth make Hydraulic cylinders, Hydraulic power pack. Hydraulic pipe hose, hydraulic fittings , Hydraulic motors & all spares.**

Projects handled:

1. **OVERSEA PROJECTS HANDLED:**
2. **Hoa- Phat Steel Plant project (Vietnam)**

**Project: Blast Furnace Stove valves with hydraulic actuators**

**Project value: INR. 3 Crore**

**Project Activities:** Technical Document preparation, Technical presentation, Technical conference Meeting, Drawing approval, Mechanical Estimation & costing, Technical offer preparation, commercial offer preparation, Commercial Negotiation, Order finalization, Operation manual preparation, Dispatch document preparation,material packing,material dispatch, material tracking,Errection& commissioning planning with service team, custom handling till Sea port

1. **Jindal SHADEED Iron&Steel LLC, Sohar(Oman)**

**Project: 1.5MTA Project Gas line valves with Pneumatic & Electric actuators**

**Project Value: INR1Crores**

1. **Arcelor Mittal, Jubail(SaudiArabia)**

**Project: Blast Furnace & Coke Oven line Valves with Pneumatic cylinders**

**Project Value: INR. 1.87 Crores**

1. **Union Iron & Steel Company, Abu Dhabi (UAE)**

**Project Title: Water Line Gate valves # 300 class**

**Project Value: INR. 25Lacs**

1. **Quatar Steel , Quatar**

**Project: Blast Furnace gas line valves**

**Project value: INR. 1.13 Crores**

1. **African Food &Beverages, Kinshasa (South Africa)**

**Project: Butterfly valves for Water line**

**Project Value: INR. 28 lacs**

1. **SMS group GmbH ( HOA Phat Project, Vietnam)**

**Project: ND-1800MM Goggle Valves Qty: 4 Nos, 2 lever valves ND-2200 MM, Qty: 2 Nos**

(Technical Document preparation, Technical presentation, Technical Meeting, Mechanical costing, Technical offer preparation, commercial offer preparation, Commercial Negotiation, Order finalization, Commissioning)

**and many more customers from middle East, Europe**

1. **IDEGENEOUS Projects handled**
2. **JSW Steel limited , Dolvi**

**Project : BF#2 blast furnace Stove & Control valves**

**Project insights:**Technical Document preparation, Technical presentation, Technical conference Meeting, Drawing approval, Mechanical Estimation & costing, vendors quotation for major bought outs , Technical offer preparation, commercial offer preparation, Commercial Negotiation, Order finalization, Operation manual preparation, Dispatch document preparation, material packing, material dispatch, material tracking, Errection& commissioning planning with service team.

1. **SAIL- DSP ( Durgapur Steel plant)**

**Project: ND-84 Goggle valve**

(Tender Study, Technical offer submission for approval, Mechanical costing &estimation, tender online Price Bid Submission, LCNC price submission)

**Project Value: INR.1.29Crores**

1. **JSW Steel Limited, Bellary**

**Project: Blast Furnace #2 expansion**

**Project Value: INR. 1.47 Crores**

1. **TATA Steel Limited, Jamshedpur,TATA Steel, Kalingangar,Bhushan Steel Limited, PAUL -WurthindiaPvt Ltd, MECON India ltd,Gillandersmicco limited, SMS India Pvt Ltd., JayaswalNeco limited and many more**

Customers Handled:

**SAIL-DSP, SAIL IISCO, SAIL- DSP, SAIL- BSP, JSW Dolvi, JSW, Bellary, JSPL, Angul ,ISGEC, SMS India, Paul wurth, DanieliCorus, TATA projects, TATA Metaliks, JayaswalNeco, KIC, KFIL, &Arcelar Mittal, Bhushan Steel, ESSAR Steel, many others steel plants**

VENDORS Handled:

**Parker Hannifin, Bosch Rexroth, Auma India, Rotex Pneumatics, Susuin i-Tork,, Hydmark Power pack, SMC pneumatics, Electropneumatic and many more**

**AUGUST-2014- SEPTEMBER -2016 (INDUSTRIAL MATERIAL HANDLING EQUIPMENTS)**

**Supreme Elmech Pvt. Ltd, Waluj, Aurangabad.**

**Designation: Executive - Technical Sales &Marketing- Projects&AfterSales Service.**

**Reporting: Director**

**Profile Highlights:**

* Proficiency in understanding customers requirement, preparing general arrangement drawings, Crane selection, calculations, BOM for given customers requirement.
* Technical study of enquiry & Technical offer preparation.
* Support Site sales engineer for Techno- commercial offer.
* Maintaining pre order documents files, mail communication
* Create & Execute engineering change in EOT cranes design request/Notices & maintain its record.
* Handling team of 2 technical marketing executives & 4 Service technicians.
* Provide Technical Support to Design,PPC,and Purchasing, Manufacturing Engineering, production control, Quality assurance and operation regarding issues with custom designs.
* Maintain current knowledge of EOT cranes, Goods lift and other products engineering technology, Competitor capabilities, Market conditions and channel.
* Arrange the meetings with design & manufacturing team to calculate the actual cost of product.
* Sound Knowledge of preparing techno- commercial offer for Single Girder, Double girder , Goliath , Semi-goliath , Wire rope hoist
* Taking regular quotation follow ups from customer
* Good negotiation skill
* Plan for Executives visit for product marketing on PAN India basis
* Checking inquiries generated by Executives by their personal visit at customer works, through telephone & by reference.
* Assign follow up work of quotation for small capital value inquiries
* Smooth calling & Communication with customers.
* Depending on manufacturing schedule of product, preparation of P.I for payment collection.
* Preparation of invoice/Bills from accounts to dispatch the material
* Cooperating with customers executives for Errection
* Handling team of Errection of EOT cranes, goods lift
* After successful Errection of product, checking all safety conditions of products.
* Commissioning the product with in house mechanical & Electrical technicians team.
* After commissioning from our end conduct the entire safety tests like load lifting capacity, Long travel motion, Cross Travel motion, Hoisting motion, all brake checking for safe working conditions.
* Preparing Commissioning reports, signing it from customer & maintaining record for future use.
* Arranging meetings with customers for product updating.
* Daily reporting of work to director
* Filling Government tenders for EOT crane

**After Sales Service & Maintenance Highlights:**

* Sound knowledge of all mechanical components of EOT cranes like Hydraulic brake thrusters, Long travel Gear Box, Cross travel gear box, Hoisting gear box,Couplings, Lubrication system of gear box , Crane duty motors & its maintenance.
* Handling team of 2 Graduate Engineer trainees and Eight Service technicians (Mechanical & Electrical) for site maintenance of EOT cranes & lift.
* Preparing Annual maintenance visit schedule for maintenance as per customers purchase order.
* Arranging meetings of team for maintenance visit plan & Assign the work to technicians
* Prepare the Service reports & Spares required for maintenance from team
* Preparing quotation for required spares & sharing with customers.
* Daily checkup of spares material stock for smooth customer service from team
* Daily reporting of work to director.

**Projects Handled:**

1. **Videocon Industries Limited, Aurangabad.**

**Project: Erection & Commissioning of 15TON DGEOT crane**

**Span: 21.8Mtr Capacity: 15T/5T**

1. **Forbes & Company Ltd. Aurangabad.**

**Project: Errection& commissioning of 5TON SGEOT crane.**

**Span: 8 MtrCapacity: 5TON**

1. **Varroc Engineering Pvt Ltd, Ranjangaon, Pune.**

**Project: Erection & Commissioning of 7.5TON SGEOT crane**

**Span: 18.4Mtr Capacity: 7.5TON**

1. **EkdantMoulders, Aurangabad**

**Project: Erection & Commissioning of 10T/5T EOT crane**

**Span: 20 Mtr Capacity: 20T/5T**

1. **BhagyalaxmiSteel ,Jalna.**

**Project: Errection& Commissioning of 30T/10T DGEOT crane**

**Span: 21.4Mtr Capacity : 30T/10T**

1. **Varsa Plastics, Waluj, Aurangabad.**

**Project: Errection& Commissioning of 2TON goods Lift.**

**Floor: 2**

**Project Insights:**

* Collecting shed civil drawings from customer &take all actual dimensions of shed for Designing of EOT crane.
* Prepared general arrangement drawings in co-ordination of design team.
* Send the general arrangement drawings to customer for technical approval.
* After getting final drawing approval , calculating actual cost of capital goods
* Accordingly preparation of techno commercial offer/Quotation & submit it to customer
* Arranging customers meeting for products technical presentation
* Negotiation of offer with customer
* Finalizing offer technically as well as commercially
* Arranging meetings with design, PPC& purchase team.
* As per delivery schedule taking follow ups from Production team.
* Prepared the Proforma Invoice for releasing the payment
* Dispatch the material to customers place
* Errection& Commissioning of products from in house team
* Handover the equipment to Customer by taking all the safety, Technical trials.
* Signing of commissioning report
* Maintain the record for future use.

Customers Handled:

VarrocGroup, Endurance , BAJAJ Auto,Siemens, Crompton Greaves, MAN Diesel, Forbes & Company, Badve Group, Endress+ Houser, Laxmi Auto, SAVERA, Cosmo Films, Birla Kennametals

Industrial Training :

**Organization: Godrej & Boyce Mfg.Co.Ltd., Vikhroli (Mumbai)**

**Designation: Project Trainee Engineer**

**Department**: Godrej**|** DGAC/ Air Compressor Project &Maintenance.

**ProjectsHandled**: Installation of 150TR Chiller Unit

Technical Skills:

MS office, Excel, Power point, Sales mantra CRM, AUTO- CAD

Core Skills:

Application Engineering , Product Development, Client management, Sales and marketing ,business development, Horizontal deployment, After Sales Service, Preventive maintenance , Breakdown maintenance, EOT cranes , Goods lift and its technologies and material handling technologies.

**Academicachievements:**

* Second rank in Dr. BabasahebAmbedkarMarathwada University, Aurangabad mechanical engineering (B.TECH)
* Got first price in speech competition at school level
* Got price in college for getting 95 marks in Mathematics, 88 marks in RAC,85 marks in costing, 85 marks in machine design
* First price in Mechanical Estimating and Costing for 85 marks

**Extra Activities:**Participated & Completed LokmatMaha Marathon -2017 ( 5 Km)

**Personal Information:**

* Date of Birth : 7th Jan 1992
* Fathers Name : GautamGanpatiDisale
* Gender : Male.
* Marital Status : Unmarried.
* Address : At Post : GhodkiTq: WashiDist: Osmanabad-413503
* Languages Known: English, Hindi and Marathi.
* Hobbies : Playing Cricket

**Passport Details:**

* Passport No.: R9570659
* Passport Category: Non-ECR
* Date of Expiry: 11.02.2028

## Declaration:

## I hereby declare that above information is correct to the best of my knowledge and belief.

**Place**: **AurangabadDate:**

(**Signature)**

**GOKARNA G. DISALE**