

AMIT RATHOD

~CURRICULUM VITAE~

HVAC SALES AND MARKETING IN PRODUCT AND PROJECT.

Mobile: +918866864500, ✉ E-mail: ahrathod92@gmail.com

SNAPSHOT

Strategic Planning	☞ Seasoned professional with over 2years of experience in Project HVAC PRODUCT AND PROJECT In ALL Industries.
Project Management Operations & Maintenance	☞ Talent for proactively identifying & resolving problems and ramping up project activities on time.
Cost Reduction	☞ Merit of completing following projects: 1. Erection & Commissioning of Various HVAC company projects
Process Enhancements	2. HVAC sales engineer is a sales and marketing professional who has the roles and responsibilities of selling HVAC products. This domain requires candidate with sound technical knowledge and excellent customer services. Typical job profile of the position includes identifying potential customers, developing sales and marketing strategies, gathering customer requirements, preparing proposals, giving product demonstration, and providing services that meets customer requirements.
Erection & Commissioning	3. Expertise include interact with customers, Projects, Programmes, and resource to meet changing Business demands and requirement.
Team Management	4. ☞ An effective communicator with excellent relationship management skills and strong analytical, leadership, decision-making, problem solving. Organizational abilities.

ORGANISATIONAL SCAN

Since AUGUST 2017 TO 2022 - NAKSHIKA ENTERPRISE (BLUESTAR)
MARKETING ENGINEER (BUSINESS DEVELOPMENT) (HVAC)

NOV-15 TO JUNE-2016 EXPEL PROSYS
EXECUTIVE ENGINEER (TESTING) (Franchisee of Siemens & L&T)

March. 2014 POOJA ELECTRICALS PVT LTD (PROJECT-ABB)
ELECTRICAL & HVAC ENGINEER (ECS Department)

Air Conditioning Sales Representative

- ✧ Formulated HVAC system with familiar.
- ✧ Familiar with Air conditioning system, Ductable system, package air conditioning, VRF System.
- ✧ General air distribution system, including low velocity single ducting,
- ✧ Water- air cooling and heating system like AHU's AND FCU's. & Ducting Projects.
- ✧ Heat recovery system.
- ✧ Industrial smoke and ventilation system.
- ✧ Air cooled, water cooled **screw and scroll chillers**, Process chillers, brine chiller, centrifugal chillers.
- ✧ Make regular visits to area businesses to expand client base.
- ✧ Reviewed air conditioning system designs and specifications.
- ✧ Maintained and updated order information and documentation on a regular basis.
- ✧ Possess knowledge of air conditioning, refrigeration and ventilation products.

Project Management

- ✧ Supervising project related tasks including planning, control & troubleshooting for achieving the planned periodic schedules and process control; preparing operational budgets and ensuring adherence to the same.
- ✧ Monitoring the activity at sites and review of project schedule, ensuring cost control within budget, planning for Cash flow requirements, etc.
- ✧ Preparing various project reports for identifying areas of obstruction / defects, conducting troubleshooting, service and repair to rectify the equipment.

Professional History:

- ✧ Responsible for developing the best sales techniques to achieve sales target
- ✧ Handle responsibilities of visiting customer site to gather requirement and prepare proposal as per the requirement
- ✧ Responsible for talking appointment with potential customers as well as perform management of accounts
- ✧ Handled the task filling the technical functionalities and commercial bid in business proposals
- ✧ Handled the task of gathering customer requirements and provided best product that will meet the requirements
- ✧ Performed responsibilities of seeking new sales opportunities as well as build strong customer relationships

Professional skills:

- ✧ Extensive knowledge of HVAC products, building service systems, and technical components
- ✧ Comprehensive knowledge of building construction standards, heating and electrical systems.
- ✧ Possess excellent sales, negotiation, marketing, and customer service skills
- ✧ Familiar with original equipment manufacturing standards and guidelines
- ✧ Well versed in basic computer platforms like word processor, spreadsheet and outlook
- ✧ Ability to communicate professionally and effectively with all levels of staff

Client achievement

Careers has worked with clients in various segments like banking, insurance, retail, industrial, healthcare education etc.

Education Qualification

- **2014- Bachelor's Degree in Engineering - Electrical** from VALIA INSTITUTE OF TECHNOLOGY, BHARUCH
- **GUJARAT TECHNOLOGICAL UNIVERSITY**

PERSONAL DOSSIER

Date of Birth	:	
Language Known	:	Gujarati, Hindi and English
Passport Detail	:	
Nationality	:	Indian
Hobbies	:	Cricket, Music and Learning new things
Inter Person Skill	:	Honest, Hard Working and Helpful

DECLARATION

All the information given above is true and best of My Knowledge

Yours Faithfully,

AMIT RATHOD