

Sujit Dube

Looking at new opportunities to leverage my 10 years professional experience in a New Business Sales capacity to have an immediate impact on new business revenue while increasing profitability.



Work Experience

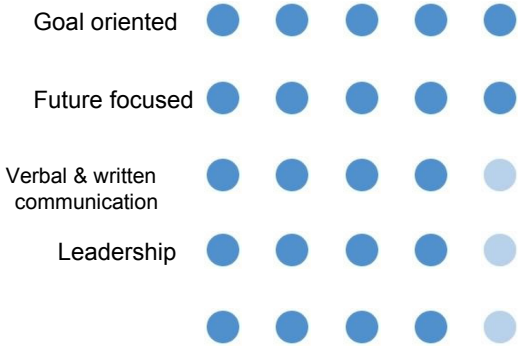
04/2015 -04/2016 Sitra, BAHRAIN

Sr. Engineer - Sales
TRUST INTERNATIONAL TRADING W.L.L
MEP, HVAC Trading Company in Kingdom of Bahrain & GCC.

Tasks/Achievements

- Personally meeting clients for new enquiries & to Confirm orders over our sent quotations.
- Coordinating with our Principles for procurement of material & ensuring timely delivery with best price.

Skills & Competences



- Generating sales revenue including sales payment follow-up with the clients.
- Prepared presentations for trading products including company profile/catalog.

Creativity



01/2014 - 03/2015

Taloja, Navi Mumbai

Assistant Manager – Marketing & Sales

UNITED VAN DER HORST LTD

Company majorly deals in Manufacturing & reconditioning of Hydraulic Cylinders & equipments.

Education

MBA - Marketing (2012 – 14) from K. C. College of Management Studies & Research, Thane.

Tasks/Achievements

- Spearheaded activities for maintaining current account & generating new business.
- Preparation of tender documents and tender submission.
- Handling of price negotiations & settlements with the clients.

07/2010 - 07/2012 Koperkhairne , Navi Mumbai

Engineer – Project Sales

PATVIN ENGINEERING (P) LTD

Design, Manufacturing, Assembling, Installation & Commissioning of Auto-Ancillaries & spares of Paint & Sealer Circulation system for major Automobile Organizations.

Tasks/Achievements

- Designing & Engineering of Fluid Handling system (Paint & Sealer) majorly for Automotive Industries as per client's requirement.
- Working Projects- Volkswagen, Mercedes Benz, Tata Motors, M & M, Toyota, General Motors.

02/2009 - 07/2010 Jogehswari, Mumbai

Management Representative/Q.A Engineer

ANSON ELECTROMECHANICAL & ANCORP ELECTRICALS

Manufacturer of horizontal and vertical openwell submersibles and monobloc pumps & Switchgears

06/2007 - 01/2009 Nerul, Navi Mumbai

Bachelor in Mechanical Engineering (B.E Mech-2005) from Terna College of Engineering,

Diploma in Mechanical Engineering (DME-2002) from Government Polytechnic Pen

Achievements

Computer Proficiency in AutoCAD, Pro-E Wildfire, Microsoft Project, Microsoft Office.

Languages

ENGLISH Expert	HINDI Expert
MARATHI Expert	

Interests

Technology | DIY Projects | Travelling | Workout

Quality Assurance Engineer

PENNWALT INDIA LTD

Manufacturer of Separation Equipment's for Chemical Processing Bio Technology applications.

09/2005 - 05/2007

Andheri, Mumbai

Trainee/Junior QA Engineer

PORTESCAP INDIA PVT. LTD

Manufacturers of brushless DC, brush DC, can stack motors, disc magnet motors.