

Rohit Gandhi

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SKILLS

Tools/Software: Microsoft Excel, PowerPoint, Power BI, Tableau, Jira, Notion.

Skills: Communication, Collaboration, Scheduling, Data Management, Tool Development

Programming Languages: HTML, CSS, JavaScript, Python, SQL

Languages: English, German, Hindi

EXPERIENCE

Konecranes and Demag Private Limited

Key Configurator and Tool Developer for India and Bangladesh

April 2020 – Present

- Managing proposal and ordering software for two brands Konecranes and Demag, singlehandedly.
- Acting as a single-point-contact between product management, sales, engineering, operations, configurators and key stakeholders to reduce friction for building and implementing tools and processes.
- Heading two projects to monitor, streamline and integrate end-to-end component ordering process directly from proposal to SAP for two product lines.
- Halved the query-resolution time by arranging quarterly training and mentoring sessions for sales and sales support teams.
- Initiated and standardized tools for sales and proposal team to boost the proposal submission time from 5 to 3 days.
- Tracking and revising changes based on currency and raw material rates bi-yearly.
- Eliminated process implementation errors by communicating with key tool managers across Europe and Asia for planning, updating, testing and releasing tools.

Specialist- Estimation Engineer

Jun 2018 – Mar 2020

- Prepared technical bill of material and competitive commercial offers for more than 600 cranes based on customer's request for quote(RFQ) for electrical overhead travelling (EOT) and gantry cranes.
- Estimated cranes for different strategic market areas like metals, energy, paper, ports, automotive, infrastructure and military with an order conversion rate of 9%.
- Boosted the estimation process by 25% by maintaining a database of historical cost data and planning for quotations beforehand.
- Coordinated with engineering team to get better understanding of technical knowledge and devised tools and calculation sheets accordingly which reduced dependency by 10%.
- Formulated a process to discuss the priority leads which accelerated the offer submission time to 5 from 7 days, which built rapport with the sales team.
- Redesigned and simplified worksheets to minimise full resolution time for estimation to 3 days.

SKF India Ltd.

Intern

April 2018 – June 2018

- Maintained a weekly record of the machine resetting time and reported list of shortcomings.
- Collaborated with the manager to analyse the data based on Pareto and planned the schedule of resetting of one product line accordingly, reducing the downtime by 4%.

PROJECT

Rohit Agro Private Limited (Company Sponsored)

July 2017 – Mar 2018

Team Head

- Led a team of three to design, manufacture and test a finger-weeder which helped farmers decrease the time required for a tedious process of weed (unwanted grass) removal, thereby cutting down the process cost by 13% by eliminating man hours.

EDUCATION

Pimpri Chinchwad College of Engineering, Savitribai Phule Pune University
Bachelor of Engineering, Mechanical

Aug 2014 – May 2018