

SAURABH BHANOT

Country Sales Manager at Sanhua Holding Group Co., Ltd.

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Delhi



EXPERIENCE

Country Sales Manager

Zhejiang Sanhua Climate & Appliance Controls Group Co., Ltd.

08/2017 - Ongoing Delhi

As the country head, leading the Air conditioning, Refrigeration & Food services business for Sanhua's HVAC&R Valves, controls & heat exchangers division for India, Sri Lanka & Nepal

- The responsibilities include handling key account sales, forming product sales strategies, new product introduction, positioning and developing value propositions
- New sales development for India, Sri Lanka & Nepal Markets
- Delivering Product Presentations at various product marketing forums like Sanhua Night, Wholesaler development events etc. for generating awareness on new products & technology
- Developing pricing strategies for different countries
- Analysing market transitions, emerging refrigerant trends & competition activities: discussing inputs with related teams at HQ
- Participating as an active speaker in various ISHRAE Forums/Exhibitions like URJAVARAN, REFCON etc. delivering seminars on the product basket & emerging market trends

Senior Marketing Executive

Emerson Climate Technologies India Pvt. Ltd.

03/2016 - 07/2017 Pune

Worked as a leader for Product & Marketing for Commercial AC & Transport AC business for Emerson commercial & residential solutions, India

- Lead the Variable Speed Scroll project success for India region: had successfully developed an integrated inverter scroll packaged solution for complete package offering to OEMs
- Lead the Scroll Chiller business development program, conducting seminars at OEMs & SSI OEMs & supporting sales
- Delivering Product Presentations at marketing forums like Emerson Connect, Innovation Forums, Wholesaler development etc., active engagement with bodies like RDSO, RAMA, IGBC, ECBC & ISHRAE
- Analysing market & competition trends, conducting regular training for sales teams on new & existing products
- Close coordination with global R&Ds for smooth & successful establishment/transitioning of products in India Market
- Developing pricing strategies for India Market
- Brand building activities like The Emerson Cup: hosting every year, to reward outstanding Innovations in HVAC&R Industry; regular inputs to Mar-com team; Technical seminars to university students etc.

ACHIEVEMENTS



2018 ACREX Award of Excellence in Innovation, Bengaluru

Delivered a mesmerizing overview to the jury on the superconducting board (freezing pad) which proved to be an outstanding Innovation & bagged the award for Sanhua



2017 ACREX Award of Excellence in Innovation, New Delhi

Presented an outstanding overview on applications of horizontal scrolls in Indian Railways, which bagged the recognition for Emerson



2015 Emerson Unleashing New Possibilities Business Leader Award by Executive Vice President & GM, through Global Webcast, Sidney, Ohio, US HO

First Horizontal Scroll RMPU A/C developed in India for Indian Railways Mumbai EMU Project



2014 Application Engineering Award for Emerson India, at Asia Pacific Sales Meet, Bali, Indonesia

Asia Pacific Award for Technical Lead, Emerson India

EXPERIENCE

Senior Application Engineer

Emerson Climate Technologies India Pvt. Ltd.

📅 12/2011 - 02/2016 📍 Gurgaon

Worked as a technical leader, handling OEMs & Channel Markets for North & East India

- Handling Key Comfort & Rail AC OEMs: Carrier, Midea, Daikin, Sidwal, Lloyd Engineering, Blue star, Zamil, Voltas, Hitachi etc. providing technical support for Appliance (System) balancing, Product Design, Field Handling i.e., working closely with the R&D, Quality & Service teams, supporting on new applications
- Worked on diverse AC & Refrigeration applications, involving use of different compressor technologies like hermetic scrolls, digital scrolls, variable speed, reciprocating & semi hermetic compressors
- Conducting Technical Trainings on various products/systems, Field Handling/Troubleshooting, Do's & Don'ts, Safety Features etc.

PRODUCT TRAININGS

HVAC&R Valves including EEVs, TXVs, Pressure controls, Microchannel Coils & BPHEs Training

📅 2017 📍 CHINA

Trained at Sanhua Hangzhou, Xinchang & Meizhu Plants

- Developed an understanding on the USPs of various products & the technological superiority, over available competition products

Compressors, Flow Controls & Refrigeration Condensing Units Training

📅 2014 📍 CHINA

Trained at Emerson Climate Technologies Suzhou & Shenyang Plants

- Worked on understanding the technical details of Hermetic Scroll, Semi Hermetic, Fusion Scroll, Flow Components & Refrigeration condensing units

EDUCATION

PGDM(Marketing)

IMT Ghaziabad

📅 07/2014 - 06/2017

GPA

4.0 / 6.0

B.TECH

(Mechanical)

DAV Institute Of Engineering & Technology

📅 07/2007 - 06/2011

GPA

4.5 / 6.0

12th Grade

(Science)

Greenway Modern School, Delhi

📅 04/2006 - 03/2007

GPA

5.2 / 6.0

STRENGTHS

★ Assertive

★ Ambitious

★ Astute & Team Player