



Anand Gajbhiye

Targeting assignments in **Sales & Vendor Development** with an organization of repute
Location Preference: - Pune
Proficiency in formulating, developing and implementing sales plans to ensure attainment of revenue goals and profitability.

09021186459

aanandgajbhiye@gmail.com

Key Skills

Mechanical Engineering
Sales
Product Development
Vendor Development
New Business Development
Welding
Application Engineering
Customer Relationship Management
Team Management

Profile Summary

- ❖ A result-oriented professional with **6 years** of experience in **Sales, Product development & Vendor Development**
- ❖ Currently associated with **Diffusion Engineers Ltd**, as a Sr. Sales Engineer.
- ❖ Hands-on experience in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
- ❖ Successfully grew and maintained existing customer and partner relationships in territory by utilizing question based selling methods to ascertain customers' needs to craft relevant solutions / products
- ❖ Skilled in proposed solution options for business and system gaps and providing an end-to-end bespoke solution
- ❖ Given growth of 42% in products/service sales in Diffusion Engineers Ltd.
- ❖ **Known for achieving target of 160 Lakhs** in the assigned territory after 7 years standard products category in L&T Ewac.
- ❖ **Strategic Planning:** Working closely with all levels of management within the Company to determine needs, developing strategies, planning and providing procurement sources in support of those needs
- ❖ **Supply Chain Management:** Sustaining the existing network & managing the supply chain for the items and ensuring timely distribution of the merchandise
- ❖ An effective leader with excellent communication, negotiation and relationship building skills

Work Experience



Feb-17 to till date

Diffusion Engineers Limited, Nagpur, Maharashtra as Sr. Sales Engineer(Wear Plate and Cordiff Services)
Role:

- ❖ Managing the sales of wear plates, flux cored wires and service jobs of Cement, Power, and Steel industries.
- ❖ Development of new applications either by in situ service or end to end solutions providing to the customers.
- ❖ Targeting focused application like Roller press roll, LS Crusher Rotor, Impactor arm, Roller Hub, Classifier rotor, static guide vanes, seal plate, vane plates and various other wear liners used in Cement, Limestone circuit.
- ❖ Development of new projects in thermal power plant by reverse engineering where in providing end to end solutions to the customer.
- ❖ Exploring application like various CHP chutes from apron feeder to bunker of the thermal power plant.
- ❖ Development, Design, manufacturing and installation of Coal mill body liners, inner cone/grit cone, in situ reconditioning of various other jobs in Cement/steel and power industry.
- ❖ Managing team of technician/welders/ and local engineers to avoid the hindrance in any ongoing site job.
- ❖ Coordination of the back office/production/design/planning/QC/purchase/outsourcing and dispatch dept. where in keeping track of all activities of from fabrication to dispatch of the job.
- ❖ Focus on small and regular applications which help to achieve monthly sales to assure more top line.
- ❖ Targeting big projects with the help of Divisional Manager's/Business Manager where we can do good bottom line.

Highlights:

- ❖ Managed following major customers:
 - UTCL – Bela(Corporate) – Rewa MP
 - UTCL- Siddhi (Corporate) – Baghwar MP
 - Jaypee Rewa – Rewa MP
 - Satna Cement – Birla Corporation – Satna MP
 - Reliance Cement (Corporate)- Maihar MP
 - Maihar Cement- BK Birla group- Maihar MP
 - KJS Cement - Maihar MP
 - ACC- Kymore (Corporate) _ Kymore MP
 - Heidelberg (Jhansi and Damoh) UP, MP
 - UTCL – Mauda (Corporate), Nagpur MH
 - Sunflag Steel – Bhandara MH
 - Uttam Galva Steel – Wardha MH
 - Indorama Synthetics India Ltd,- Nagpur MH
 - HCL Malajkhand – Corporate (Balaghat MP)
 - WCL Mines - MH
- ❖ Have achieved budget of 302 lakhs against the target of 165 lakhs, giving growth of 42% in FY-17-18
- ❖ Managed 4 big Channels partners of the company, helping them to achieving their targets.
- ❖ Bagged first and foremost order of Bell and hopper reconditioning from Sunflag Steel Ltd.
- ❖ Developed various new applications by revival and development of new customer.

May 16- Feb'17 with Dharni Sampda Pvt. Ltd., Mumbai as Sr. Mechanical Engineer (Procurement & Planning)

Role:



- ❖ Overseeing purchase of
 - Mining machineries and spares including Dumpers/Dozers/Excavators and Tippers
 - Of all Consumables required of Mining and Beneficiation plant at Africa Ivory coast.
- ❖ Managing:
 - 50 vendors successfully including mining majors like Sandvik, Atlas Copco, L&T Komatsu, Caterpillar & Volvo and

SKF

- sites of group company namely BMSA(Bondoukou Manganese SA) and SGB at Ivory Coast (West Africa)
- ❖ Facilitating repairs, maintenance & operations of all types of mining/ beneficiation equipment's all through sites
- ❖ Planning exports of spares as per site requirement and liaising with Site Engineer's/ Managers for spares & machineries to not hamper production at site
- ❖ Coordinating with Site Engineers/ Managers and Technicians for welding of Mining equipment's like Dozer Blades, Showel buckets of PC 200, 300/ CAT 300, 330D etc. Motor Grader etc.
- ❖ Ensuring protection of Scrubbers/Crushers/ helps to a major contribution of increase in production level by decreasing the wear and tear of the equipment's.
- ❖ Preparing export documents like ARE/CT1

Highlights:

- ❖ Holds the distinction of reducing the wear and tear of all mining equipment's by implementing of new welding technology which we are not using previously
- ❖ Successfully managed major clients and their dealers like Sandvik, Atlas Copco, Volvo, CAT- GMMCO etc.
- ❖ Finalized major purchase like CAT and Komatsu's Earthmoving Engaging Tools from coordinating with Dealers/ Aftermarket spares producers
- ❖ Coordinated with Dubai and African Counterparts and finalized the spares on demanding basis
- ❖ Managed all round purchase from countries (India, China, USA, UAE and Europe)

Apr'14 – Apr'16

L&T-EWAC Alloys Limited, Korba, Chhattisgarh as Welding Application Specialist

Role:

- ❖ Managing the entire product development including requirement analysis, finalizing specifications, validating designs, prototype development and component testing activities
- ❖ Facilitating new product development initiative with key focus on quality, cost & delivery; developing components in conformance to pre-set technical specifications
- ❖ Educating sales team by establishing programs/seminars in the areas of new account sales and growth, sales of emerging products and multi-product sales profitability
- ❖ Improving presentation and competitive strategies, effective use and level of sales support, management of expenses and business/financial issues on contracts
- ❖ Exploring potential business avenues & managing marketing & sales operations for achieving the business targets; initiating market development efforts and increasing business growth
- ❖ Analyzing latest marketing trends, tracking competitors' activities & providing valuable inputs for fine-tuning sales & marketing strategies
- ❖ Studying existing products & systems and re-designing the same for enhancing operational efficacy, reducing wastages and achieving maximum cost savings
- ❖ Developing and negotiating with vendors for obtaining timely procurement of materials; conducting audits to ensure that materials received from vendors conform to pre-set quality standards
- ❖ Monitoring heavy engineering Jobs like Mill roll Buttoning, Boiler Tube Coating, Nozzle Burner Buckets Fabrication, Crushers, Spindle of Hot rolling Mills, Buckets Hard facing, Loco wheel reconditioning

Highlights:

- ❖ Managed following major customers:
 - NTPC- Ltd-Korba (Corporate)
 - NTPC-Ltd- Sipat(Corporate)
 - Bharat Aluminum Company Ltd., Korba (Corporate)
 - State Electricity Board CEB's- 3 units of Korba
 - State Electricity Board – Madwa Unit
 - SECL- A venture of Coal India Ltd., Korba
 - Aryan Group- known as ACB India Ltd., Korba
 - Sainik mining and Allied service Ltd., Korba
- ❖ Have achieved budget in Standard product (welding Electrode Sales)
- ❖ Developed various new applications during my two year tenure in Korba with corporate clients like NTPC'S and SEB's.
- ❖ Conducted Seminars and ensured introduction of new technologies which can be different from competitor's strategy.



Jul'12 – Dec'13

Murzello Group of Companies, Location Mumbai, as Sales Mechanical Engineer Highlights:



Murzello Metal Finish Systems

- Managed sales of:
 - Auto shot blasting machines, manual one, and paint booths
 - Screw conveyors systems, hoppers, pneumatic separator bucket elevator systems to recycling of grits and shots required for blasting operation
 - Auto blasting machines for blasting of plates, pipes, and monorail type of blasting machine required to blast the steel structures like channels, angles and plates
 - Manually operated blasting machines like blast booth and assembly of the same
- Served following customers:
 - Reliance Industries Ltd.
 - Larsen and Toubro MHI Boil
 - Cairn Energy project work at Rajasthan
 - Essar Power
 - Sesa Goa

Previous Experience

06'12 – 08'12

L&T Hazira, Surat as Trainee Engineer (Went for Erection and commissioning of Manual Shot Blasting machine from Murzello)

Training

Organization: Koradi Thermal Power Plant, Nagpur

Period: 04'12 – 05'12

Key Learnings: Gained exposure of Plant function and layout, plant working and did rough study of CHP, AHP, ESP, Turbine and BMD

Project

Title: Solar Dryer with waste heat recovery system

Description: With the team size of five people, we made a multipurpose Solar Dryer. In this dryer, we specially used corrugated plate to increase its efficiency in addition of waste heat recovery. In this dryer we successfully able to dry chilies coriander leaves, various types of beans.

Education

- Bachelor of Mechanical Engineering from University of Nagpur; secured 61.36% aggregate in 2012
- 12th from Mohota Science College, Nagpur; secured 70.00% in 2007
- 10th from Bengali High School, Nagpur in 2005; secured 69.60%

Personal Details

Date of Birth: 9th March 1989

Languages Known: English, Hindi & Marathi

Address: 81, Awdhut Nagar, Manewaada, Nagpur-440034