

## **CURRICULUM VITAE**

**Mr. MANISH CHALKE**

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Seeking assignments in the field of **Electrical/Electronics Engineering**, with a organization of repute.

### **Profile summary**

- A competent professional with over **3.5 years** of experience in **Electronics & Electrical Engineering**.
  - Currently working with **Hitachi HI-REL Power Electronics Pvt. Ltd., Mumbai** as Engineer (Sales & Marketing).
  - Profound knowledge of technical sales, Project estimation & Tendering.
  - Adept in managing team activities involving technical & commercial discussion, drawings, design & development and co-ordination with internal Departments & external clients.
  - An effective communicator with excellent relationship management skills, team player, problem solving & organizational abilities.
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### **Current Employer**

**Hitachi HI-REL Power Electronics Pvt. Ltd., Mumbai.** (From September 2015)

**Engineer-Sales & Marketing Dept.**

#### **Job Responsibilities:**

- Providing power solution in Core Industries & providing Business to Hitachi Hi-Rel Power Electronic Pvt. Ltd.
- Estimation of Electrical products like UPS systems, Transformer, cables, stabilizers & distribution Boards in field of Power, Steel, Cement & Oil & gas etc.
- Tendering of various projects in segment of Electrical & Instrumentation in Private/ Government in both Online/ Offline Tendering.
- Project estimation in various fields of industries regarding complete UPS system, Distribution boards Battery charger, various Batteries, Various Stabilizers, and Transformers etc.
- Managing enquiry generation from various Industries, Consultants, and Contractors & Preparation of Quotations / Offers, Technical Compliance & Commercial documents.
- To provide effective solution as per tender specifications.
- Commercial and technical Negotiate with clients for closing & executing the same within stipulated time frame.
- Executing project management activities during pre-sales, project plans, project implementation and services in the field of Electrical & Instrumentation.
- Execution of the received orders with Internal, Vendor & client coordination.
- Performing the necessary legal & commercial formalities for getting registered as a new vendor & Presentations for new clients.

#### **Major Projects:**

- China Kunlun Contracting & Engineering Crop.- IOCL PP project.
  - Jacobs Engineering- TCI Sanmar Chemicals- PVC plant, Egypt.
  - L&T- ONGC BCPA-III (Offshore).
  - Ratnagiri Gas & Power Pvt. Ltd.
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### **Previous Experience**

**Emerson Network Power India Ltd. Thane, Mumbai** (Sept 2014 – Aug 2015)

**Designation: Power Engineer**

**Job Responsibilities:**

- Providing Techno-commercial offers for UPS Power Solutions for Emerson Network Power India Ltd. on payroll of Eureka Outsourcing Pvt. Ltd.
- Scrutinized the requirements on tender and design the technically competent & cost effective UPS solution for the same.
- Interacted with vendors for obtaining non standard /brought out items as per requirement.
- Prepared Bill of Materials, Technical specifications and compliances as per requirements.
- Prepared all technical data for tenders, understand the scope of work, designing as per their requirement and site conditions.

#### **Key Tenders:**

- NTPC Barethi
- Syngenta India Ltd.
- ONGC Hazira.

#### **Simens India LTD., Kalwa Works, Thane (Oct 2013 – June 2014)**

##### **Designation: Site Engineer**

##### **Job Responsibilities:**

- Site engineer for Siemens Ltd. on the payroll of Pages Consultancy Pvt. Ltd.
- Installation & Commissioning of Siemens signaling device Digital Axle Counter which is used in Indian Railways S&T department.
- Worked on various sites like Lower Parel, Bandra, Mumbai Central and Ahmadabad railway stations.

#### **Academic Record**

Course	Board	Year of passing	Percentage	
B.E. (EXTC)	Pune University,	2013	8 <sup>th</sup> sem	65.60%
			7 <sup>th</sup> sem	57.33%
			Agg. Of all Sem	61.46%
Diploma (EXTC)	M.S.B.T.E. Board,	2009	74.60%	
S.S.C	S.S.C Board.	2006	75.40%	

#### **Personal Dossier**

Nationality	Indian
Marital Status	Married
Gender	Male
Date Of Birth	27th June 1991
Languages Known	English, Marathi, Hindi
Address	201, Shweta CHS, Sector-14, CBD Belapur, Navi Mumbai-400 614.

#### **Declaration**

I hereby declare that the above-mentioned details are true as per my belief and knowledge.