

PERSONAL DETAILS:

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OBJECTIVE:

To obtain a suitable position in the sales / Marketing function requiring strong organizational and communication skills that would enhance and elevate my credentials as a contributor to the organization and to my growth as an individual.

EDUCATIONAL QUALIFICATION:

BE in Instrumentation Engineering

June 2012

University of Mumbai, India. First Class

EXPERIENCE:

SMC Pneumatics (India) Pvt. Ltd, Navi Mumbai

Senior Sales Engineer

Feb 2014 - Present

- Addressing the requirements of the customers and understanding the application. Proposing and suggesting a pneumatic product as per the application.
- Gathering all pertinent information and document scope of each requirement and application, understanding the specifications, identification of the correct product as per the customer need.
- Submission of priced offers/quotation.
- Interact with clients for technical clarifications and commercial discussions.
- Working hand in hand with internal sales, engineer & production department for successful execution of the delivery of the product at the customer end.
- Identify and build relationships with Consultants, End Users, Machine Manufacturers, Industries and key decision makers.
- Payment realization and C-form follow up from end clients in co-ordination with the accounts team.
- Providing both pre-sales and post sales assistance at all stages to successfully retain the existing client base and increase our market presence.
- Generation of new customers.
- Promotion of new products and keeping the customers updated with such developments.
- Constantly try to understand the market trends, identify current and upcoming projects and develop strategies for market penetrations.

Dembla Valves Ltd, Thane

Sales Engineer

Sept 2012 – Jan 2014

- Preparing quotations for control valves including sizing and selection of control valves.
- Pricing of control valves as per quotation.
- Frequent follow-up with clients for quotations offered & accordingly finalize orders. Conduct visits whenever required.
- Continuous understanding of the client needs to cater to their ongoing demands.
- Identify and build relationships with Consultants, Contractors, EPC Companies, Industries and key decision makers.
- Providing both pre-sales and post sales assistance at all stages to successfully retain the existing client base and increase our market presence.

PROJECTS:

- **B.E Project:** TIA for Tank Stirrer Using Siemens PLC at Siemens.
Designed a system which incorporates a Siemens SIMATIC PLC to program complete operations of a batch process tank stirrer system with the use of HMI screens

TRAINING COMPLETED:

- Basic Pneumatics and Electro pneumatics.
- Advanced Pneumatics and Electro pneumatics.
- Basic PLC.

SKILL SET:

- Softwares: MS Office, MATLAB, Simatic Manager, Simatic WinCC.