

# Kaustubh Laxmikant Deshpande

## PERSONAL DETAILS

BIRTH May 4, 1990  
PRESENT ADDRESS Flat no. 403, Geeta Apart., Beyond Kalwa Swimming pool, Manisha Nagar, Gate No. 1, Kalwa, Thane - 400605  
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PASSPORT No M5201479

## SUMMARY

Enthusiastic Marketing, Proposal & Presales professional with 4.5 years combined experience in Proposal Engineer and in Production.

## OBJECTIVE

Seeking a fulfilling position in the industry that offers growth opportunities and allows me to utilize my leadership skills and experience.

## WORK EXPERIENCE

### Sr. Proposal Engineer - Technical & Marketing

January  
2013-present

*M/s General Instruments Consortium, Full-time*

#### Responsibilities:

- Developing techno-commercial proposals for primary process sensing instruments for Oil and gas, Power Generation, Fertilizer & petrochemical, Pharma, Pulp & Paper industries.
- Deals with Temperature elements, Pressure gauges, Level instruments & majorly doing design & proposals for Flow elements.
- Been a part of technical meetings with customers/consultants for better understanding of their requirements and providing them with the optimized & quality solution.
- Support Sales/ Marketing department by presentations, statistics, market analysis in annual sales meeting
- Co-ordinate with the Project Execution Team to ensure technically clear and optimized cost proposal for all the buy-outs.
- Giving technical support to Contract Review department.
- Active support to the Department for the sales of Flow Elements by selection of appropriate product & buyouts keeping in mind the cost effectiveness & functionality of the system without compromising the measurement of the component/s of interest.

### Major Proposals Undertaken:

- PDO - SNDC + KDC Field Instruments - L & T
- BIBIYANA-III, 400 MW CCPP - L & T
- Isabela Biomass Energy Corporation, philippines(1 X 20MW Power Plant), Thermax (Power Div.) Ltd.
- Blast Furnace Complex-NMDC, Kolkata - TATA Projects Ltd.
- Petrochemical Complex II at PATA, U.P - GAIL - Engineers India Ltd.
- Ramagundam Fertilizers & Chemicals Ltd - EIL
- 4x93.1 MW RUPPL Hazira & 3x90.3 MW RUPPL Dahej Projects- BHEL
- NPCIL KAPP 3&4 - Dodsai Enterprises Pvt. Ltd.
- Integrated Refinery Expansion Project -BPCL Kochi - ISGEC Heavy Engineering Ltd.
- Lalitpur Super Thermal Power Project-3 X 660 MW - BGR Energy S/m Ltd.

### Production Engineer

August 2011  
October 2012

*M/s Larsen & Toubro Ltd., Full-time*

#### Responsibilities:

- Planning and scheduling of orders for manufacturing HV Switch Board.
- Dealing with Quality control, Purchase, Store, Design, R&D and Vender.
- Co-ordination with design and purchase department for sourcing of materials.
- Conducting daily Sun-rise meetings to resolve daily issues and ensure smooth execution of projects.
- Giving priorities to purchase department to bring outright materials on time to make meet master production schedule
- Annual raw material forecasting.
- Man power planning on SHOP FLOOR

## EDUCATION

### BE In Instrumentation & Control

2007-2011

*Pune University*

Padmshree Dr.Vitthalrao Vikhe Patil College of Engineering, Ahmednagar

### Higher Secondary School Certificate

2006-2007

*Pune University*

S.S.V.M.P.Ahmednagar

### Secondary School Certificate

2004-2005

*Pune University*

S.S.V.M.P.Ahmednagar

## PROJECT & TRAINING

- Mini Project on ‘Smoke Alarm System’
- Project on ‘Design and Control of Mini Boiler’
- Done training in Basic hydraulics & pneumatics.
- Done training in Boiler Automation at Garware Wall Ropes.

## SKILLS

<i>Languages</i>	Marathi(Mother Tongue) English (Fluent) Hindi(Fluent)
<i>Software</i>	FLOWELL, L <sup>A</sup> T <sub>E</sub> X, MS-OFFICE 7, SAP - PRODUCTION PLANNING, SMART PLANT INSTRUMENTATION - INTOOLS V 7.0

## HOBIES

Playing Volleyball, Badminton, Swimming, Reading & Trekking

## DECLARATION

I hereby declare that the above-furnished particulars are true to the best of my knowledge and belief.

Kaustubh Deshpande

Date: 27/06/2017

Place: Mumbai