

Pankaj Trambakrao Khode

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ASPIRING ASSOCIATE MARKETING MANAGER / TECHNOCOMMERCIAL MANAGER IN SOLAR ENERGY FIELD

Seeking managerial opportunities for personal and professional growth

EXPERTISE

Marketing Strategy
Brand Management
Market & Competitor
Sales Strategy
Client Relationships
Prospecting Skills
Strong Networking Skills
Presentation Skills
After Sales & Service Mgmt.
Analysis
Project Design
Installation Planning
Service Coordination
Leadership Skills
Good Communication Skills

PROFILE

- ♦ An enthusiastic professional with good knowledge of, Solar on grid system, Solar off grid system, Solar pumping system. Very sound in its design & support to commissioning, B.E.(Electronics) with 5+ years of experience in solar energy field.
- ♦ Currently working as **Associate Marketing Manager in Crompton Greaves Consumer Electrical Limited, Ahmednagar.**
- ♦ Good understanding of brand management, market research, channel management and sales & network management
- ♦ Managing sales & marketing activities which involve direct marketing, lead management and prospecting potential customers
- ♦ Creative abilities in managing technical team in according to do proper SPV plant & solar pumping system installation & commissioning.
- ♦ Appoint the dealer, distributor or system integrator in a particular area.
- ♦ Guide them to improve the business in their territory.
- ♦ Good communication & presentation with proficiency at grasping new concepts quickly & utilize the same in a productive manner.

EDUCATION / CERTIFICATIONS

- ♦ **Bachelor of Engineering (Electronics)**, Bapurao Deshmukh College Of Engineering, Wardha - 2012 in 1st Class
 - ♦ **Diploma in (Electronics & Telecomm)**, Shankarrao Dhawad Polytechnic College, Nagpur - 2008 with 1st Class
 - ♦ **Secondary School Certificate Examination**, Hadas high School, Nagpur - 2005 with 1st Class
 - ♦ **IT Skills** – MS Office (Word, PowerPoint and Excel) and SAP
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PROFESSIONAL EXPERIENCE

CROMPTON GREAVES CONSUMER ELECTRICAL LIMITED, A'NAGAR

April 2018 - Present

Associated Manager (Marketing)

Location : Ahmednagar

- Specialized in designing of monoblock, submersible & solar pump system.
- Prepare the solar pump product range, technical spec., pricelist & catalogue by studying the market need.
- Working in a division office distribute the marketing circulars & pricelist to all branches.
- Visit branch office for sales training of solar pumping system, explore the business ideas. Arrange regular technical training for sales person of solar pumping system.
- Continues in touch with MNRE guidelines & MEDA guidelines as well as solar pump tenders in India.
- Meet with different system integrator of particular area & tie up them for **Crompton solar pumps**.
- After getting the lead from sales person visit the client with sales person & understand their need technical & commercial need & then quote them accordingly.
- Handle all commercial activities at side of client as well as vendor also.
- Update all pricelist, MRP in a system (SAP) so that branch person can billed to dealer or system integrator.
- Also give the technical support for installation of solar pumping system to system integrator.

INDUS INSTRUMENTS PVT LTD (SOLAR), MUMBAI

February 2016 – March 2018

Senior Sales Engineer

Location : Mumbai

- ♦ Generate inquiries, generate reference and explore new opportunity in the assigned area.
- ♦ Visit to the prospect client to identify their needs, give them product (sales & technical) presentation.
- ♦ Understanding client's requirements by responding to their queries and suggest them solar system (On Grid, Off Grid) as per the requirement.
- ♦ Organizing technical workshops and promotion activities to increase the technical knowledge and confidence of sales as well as technical persons.
- ♦ Prepare BOM of project, Plant layout as per survey report & Electrical design of project.
- ♦ Installation & Commissioning of more than **300KWp solar PV systems** in all over Mumbai & Maharashtra.
- ♦ Doing regular Analysis of solar PV plant generations by using remote monitoring system.
- ♦ Monitoring renewal of AMC activities & Scheduling of Preventive Maintenance Service.
- ♦ Good experience of liasoning work in state Govt. & other Govt. Authorised offices.

VISTAR ELECTRONICS PVT. LTD., PUNE

January 2013 To January 2016

Customer Support Engineer (Sales & Service)

Location : Nagpur

- Specialized in solar system designing, solar water pumping sizing, installation, service.
- Completed training on LORENTZ pumps troubleshooting, installation at LORENTZ academy in Beijing, China.
- Prepared and delivered the design of solar water pump, using Lorentz Compass software.
- Vast experience in the field of solar water pumping for irrigation and for drinking purpose systems.
- Working on turnkey projects in Maharashtra and Rajasthan under NRDWP scheme.
- Installation of more than 100 submersible DC LORENTZ pump in all over Maharashtra & few places of India.
- Good experience of dealing with government offices.

ACADEMIC PROJECTS

- ♦ B.E. Project – “WIRELESS FAULT DETECTION SYSTEM” using GSM module for industrial application.
- ♦ Diploma Project – “MULTIFUNCTIONAL FIRE BRIGADE” technological equipped for saving of human life.

PERSONAL DETAILS

Date of Birth : 13th July, 1989

Gender : Male

Marital Status : Married

Language Known : English, Hindi, Marathi

Passport No : M0889872

Nationality : Indian

STATEMENT OF PURPOSE

Always, I have been hard working in my educational & professional objectives. My experience in studies and corporate exposure had given me immense confidence, which helps me to adapt the rapid technological advancements, handle and solve problems of both managerial and technical aspects.

Above all, I believe in hard work and myself, which I feel the basic need for a person to succeed.

I hereby declare that the information furnished above is true to the best of my knowledge and belief

Date :

Place :

Pankaj T Khode