

NAVEEN SHAKDWIPEE

MALE, 26 YRS

EDUCATION

International Business MBA	2014-16	SMU	B Grade	Cleared all four sem in 1 st attempt 1 st Rank in Class
B.Tech. (Electronics)	2009-12	RTU	76.33	
Class XII (RBSE)	2008	GNP School, Udaipur	71.85%	
Class X (RBSE)	2006	MVM School, Udaipur	82.5%	

PROFESSIONAL EXPERIENCE

Export Sales & Marketing Manager, Nessa Illumination Technologies Pvt Ltd November 2014-Present

Nessa is into the business of energy conservation through the use of solar and LED technology. The company has been formed by people from IIT-B and IIM-A mainly to fill up the technological gaps pertaining to controller design and thermal management because of which the current products have not been able to truly address the power crisis problem in both rural and urban India. It has been shortlisted as one of the top 7 startup ideas in the country in clean energy by "The Power of Ideas" (2010) campaign of Economic Times.

I am working as Export Manager.

I went to Middle East Dubai (UAE), Bahrain for export sales and Marketing.

I went to Ghana, Nigeria West Africa and stabilized distributor market and business development.

I went to Nepal for business development.

Engineer-Marketing Executive, Pyrotech Electronics Pvt. Ltd. November 2013-September 2014

Pyrotech Electronics Pvt. Ltd established in 1976 and mainly into the business of solar and AC based LED lighting and LED Driver manufacturing supply to the energy needs of both rural and urban areas. The major products are sensor, LED Lights, LED Drivers, and CCTV Cameras & Energy saving LED Lights.

- 250 Cr group turnover yearly
- Set up the manufacturing unit at Udaipur
- Led the business development activities Other electronics products, OEM partners

- I worked as sales and Marketing executive for electronics goods.

Project Manager, M.S Engineering Work July 2012-October 2013

- This firm works for Inox wind mills and sterling and Wilson companies
- I was working as project manager and my duty was to handle project of Energy saving wind mills
- I used to coordinate with Our clients Inox and provide them project working report and meeting with their GM and other project managers for Planning to completion of these projects
- Site at Inox wind mills Jaisalmer Rajasthan

I worked as project manager of wind firm in this company.

MBA Project on CRM Customer Relationship Management, India (Structured Nessa company CRM) February 2016

- Project aimed at Customer Relationship Management
- How we can improve CRM In organization.
- Its importance and uses in organization.

ACADEMIC ACHIEVEMENTS AND AWARDS

- Batch Topper in B.Tech (76.33% with HONS. Degree)
- Medal in Talent search contest by C.L.C. & P.I.E. DTES.

POSITIONS OF RESPONSIBILITY

Export Manager NESSA, 2014-Present	<p>As a Manager my responsibility is to take care of sales and services of the organization and taking care of sales promotion and activities in international Market as well as domestic market Industries and projects related work.</p> <p>I went to Middle east Dubai(UAE), Bahrain for export work.</p> <p>I am also taking care of African market, and foreign market for sales and Marketing.</p> <p>I went to Ghana, Nigeria West Africa and stabilized distributor market and business development.</p> <p>I went to Nepal for business development.</p>
Project-Manager	<p>As a project I have worked on so many projects of big organization</p> <ul style="list-style-type: none">• Adani Tamilnadu, Mundra project workout till completion supply and installation of energy efficient products.• Torrent power, ONGC, IFFCO, Zydus and other big organization supply and relation management• Working with Govt. department like Maninagar Police HQ LED lights installation• Supply material to Visakhapatnam Gangavaram Port, Adani Mundra Port.• Dealer and distributor market establishment in domestic and international market and handle distributor and dealers for their tender work and other quarries.• Products export work for SAARC Countries as well as Africa and Middle East export work.

EXTRA-CURRICULAR ACTIVITIES

- **Winner, in Caremboard Competition in college, 2011** in a team of two
- Certificate in marathon for social cause.

OTHER INTERESTS

- When I get time I go to use social networking sites and look for new ideas in google.
- **Teaching, interacting with new people, playing carem boards, helping others.** Immensely enjoy playing with children too😊

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