

## **Akshay Vijay Patil**

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### **Career Objective**

To pursue a challenging career in leading and progressive organization offering opportunities for utilizing my skills towards the growth of the organization.

### **Educational qualifications**

Course/Degree	Board/University	Year of Passing	School/Institution	Percentage
MBA Marketing	University of Pune	2017	Sir Visvesvaraya Institute of Technology, Nashik	CGPA : 8.57 Grade : A+
Bachelor of Engineering E&TC	University of Pune	2014	Sinhgad Institute of Technology, Lonavala.	67.60
Diploma E&TC	MSBTE Mumbai	2011	K.K Wagh Polytechnic, Nashik.	82.24
X	Maharashtra State Board	2008	K.N Kela High School, Nashik Road.	80.30

### **Job Experience:**

Company- SM Systems (Power, Energy & Measurement Solutions)

Work Experience – From Sep 2014 till present as **Sr.Sales Engineer**

### **Roles And Key Responsibilities :**

#### **• Handling Sales & Marketing of:**

1. ABT Meters, Dual Source Energy Meters, HT Dual Source (EDMI Metering Systems, Singapore)
2. Testo Germany (Air, Humidity, Temperature, Pressure instrument)
3. Cable Fault Location and diagnostics, Oil Break Down Voltage & Tan Delta Kits (BAUR Austria)
4. 3M Energy Market Division(Cable Jointing Kits, Insulation Tapes & Adhesive)
5. Test & Measurement Systems. (Metrel, Slovenia)
6. Solar System Integration & EPC
7. Bidirectional Meters (SECURE)

- Preparing Tenders for concerned products of MSEDCL, MSETCL, UPPTCL, KESCO etc. and other Government organisations like NTPC, BHEL, NHPC, HAL etc.
- Responsible for Testing, Support and Training of ABT meters, Dual Source Meters and software in Maharashtra State Electricity Board and private Industries for entire Maharashtra region.
- To Work as a Profit Centre.
- Demonstration of Product Instruments at various Industries.
- Arranging seminars, in house presentations for overall Business development.
- Installation and commissioning of products at various organisations.
- Evaluation of new applications and business opportunities for Products.

### **Marketing Activities:**

- Participated & Executed various Exhibitions given below:
  1. Elecrama 2016, Bangalore
  2. Switch 2016, Vadodara, Gujarat
  3. Inter Solar 2017, Mumbai
  4. Elecrama 2018, Noida, Delhi.
- Creating Database through Print & Digital Media
- Preparing Catalogues, Brochures, Flyers, and other promotional material.
- Preparing Invitations & Mailers.

### **Technical Skills**

**Languages** : C, Matlab.  
Programming in Microcontroller 8051, 89c52

**Software Tools** : MULTISIM, Proteus ISIS, SD51, Xilinx, MS Office

### **Areas of Interest**

- Metering Systems
- Test & Measurement Instruments
- Switchgears
- Automotive Electronics

### **Workshop/Training**

1. Completed training on “Introduction to Linux”
2. Workshop on MATLAB Introduction, held by IETE student chapter.
3. Workshop on Antenna Design using NEC software, by IE Club

### **Project Activities**

<b>Title</b>	<b>Type</b>	<b>Domain</b>	<b>No. of members</b>	<b>Remark</b>
A Study Of Customers Satisfaction for Smart Energy Meters	Final Year MBA	Marketing	1	Gathered Information on Smart Energy Meters from Customers point of view
Steganography for Improved Reliability in Wireless Communication	Final Year Engineering	Electronics	4	Text Information is Hidden into Image during Transmission for Security Purpose
Class Monitoring System	Mini Project (Third year)	Electronics	3	When Sound goes beyond Threshold level, Monitoring through Camera Activates
Weather Monitoring System	Final Year (DIPLOMA)	Electronics/Control Systems	4	A single system can monitor all the Weather Parameters

### **Hobbies/Interest**

- Body Fitness
- Playing Chess
- Travelling
- Photography

### **Awards/Achievements**

- Best Performance in Sales & Marketing 2016-2017 at SM Systems
- Secured 2nd rank in MBA last year 2016-2017
- Secured 1st rank in MBA First year 2015-2016
- Winner in Poster Presentation on STEGANOGRAPHY in Mutation Event at collage 2013-2014
- Vice President of “Institute of Engineers” Club in Engineering 2012-13
- President of IETE Club in Diploma 2010-11

### Extra-Curricular:

- Completed Training On Solar Roof Top Designing & Installation, Mumbai in 2016
- Attended Work Shop On Transformer Care (Trafocare),Hyderabad in 2016 & Bangalore in 2017
- Member of National Service Scheme-University of Pune.2011-2014
- Participated in national level technical paper presentation on “ZIG-BEE TECHNOLOGY”.
- Participated in national level technical paper presentation on “HUSK WASTE TO WEALTH”
- Co-ordinated Robocon events in Xenos, a national level technical festival in Engineering.
- Co-ordinated events in Technical Fest at college level.

### Personal Profile

Date of Birth	:	7 <sup>th</sup> Dec 1991
Father's name	:	Mr.Vijay patil
Mother's name	:	Mrs.Sunita patil
Passport No	:	M2434317
Address	:	A/P Palse Nashik-Pune Road Tal & Dist Nashik-422101.

### Declaration

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

**Date:**  
**Place: Nashik**

**Signature**  
**Akshay Patil**