# OBJECTIVE

A Challenging career in the field of engineering in a professionally managed and growth oriented company where my experience, certification and knowledge can be applied. Interest- production and process.

# EXPERIENCE

**A**)Currently working in Mettler Toledo India pvt ltd, Switzerland based MNC largest manufacturer of weighing system, lab equipments, process analytics in world used in chemical, food, pharma, manufacturing industries as Area sales manager. ( march 17 to current). My responsibilities.

1) cold calling and lead generation, Identifying potential customers in assigned area and developing business plan to reach them.

2)Visiting customer in given territory assigned.

3)sending quotation, negotiation, collection of payments and followups.

4) handling key accounts.

5) to look after existing and finding new business opportunity.

6) SAP for order logging, CRM for generating leads,opportunities, daily activities.

7) achieving quarter targets as per given by company.

8) Making monthly MIS report.

9)finding new business opportunity in given assigned territory.

10)Identify technical issues and co-ordination with service team to assure customer satisfaction through sales process.

11)Ensuring payment collection on timely basis.

12)handling projects and working with consultants.

13) Participation in the exhibitions, trade fairs to find new business opportunity in the market.

14) Sales of software for the various application in the Industry.

**B)**Worked in Amfico agencies pvt ltd (representation of International

Business) in India .I am working as technical sales engineer for sales of

GRONINGER SYSTEM ( Netherlands) for cleaning purposes and Advanced Polymer Coatings used for Anti Corrosion coatings widely used in

Industry in Indian market (food, chemical, pharma, oil and ). (Oct 15- Mar 17)

1) Cold Calling and generating enquiries from the clients.

2) Target and devlop new business opportunities.

3) preparing cost estimates and proposal for the enquiries of clients..

4) Visiting client for their detailed enquiries.

5) preparing shipping documents.

6) participation in the exhibition for exploring new business opportunities.

7) Keeping good relationship with the clients.

8) coordination with Netherlands office.

**C)** worked as chemical engineer (technical) in Citec India Ltd( Finland based MNC Engineering company) working in projects worldwide for (1.8 years):-

1) Working on P&ID, layout preparation of systems like ( fuel oil system, fuel gas system, lube oil system , compressed air system , charge air and exhaust gas system , oily water system, water supply system,fire fighting system,steam system ) help of site layout & engine layout. Also site visit and troubleshooting .HAZOP, heat and mass balance.

2) Line sizing, pump calculation,pressure drop calculation ,orifice sizing of main lines of this system.

3) AUTOCAD P&ID,SP P&ID,PDMS & updating P&ID as per project updates.

4) Preparation of device list , instrument list, valve list, line list, equipment list.

5) Work share with Finland office & working in team with Finnish people for projects.

**PROJECTS DONE** :- 1) Transneft project

2 ) Alexendria D G Hunter

Also worked on sales projects like KEIL ( Germany ), GTI Dakar ( Saudi Arabia),

Balingue extension (Mali).

6) knowledge of API 520 codes , hysis , chemcad & heat exchanger design.

**D**) Worked in GODREJ INDUSTRIES LTD (Leading FMCG company) in operations , production in following plants (march 13- sept 13)

1. fatty acid distillation plant
2. Hydrogenation of fats.

Worked in operations and production department.

# EDUCATIONAL QUALIFICATIONS

|  |  |  |
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| Bachelor of Chemical Engineering | Thadomal Shahani Engineering College(TSEC), Bandra (Mumbai University)  May 2010. | Secured BE 75.21%  (Distinction, 2nd rank) |

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| Higher secondary  School Certificate (HSC) | Valia Jr college of science  Andheri (w) , Mumbai. | Secured 60.66%  (First class) |

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| Secondary  School Certificate (SSC) | Seth Chunilal damodardas  Barfiwala high school  Andheri (w) , Mumbai. | Secured 71.33%  (First class) |

# PROJECT DONE IN BE

Manufacture of Vitamin D . ( includes : literature survey, thermodynamic feasibility , material balance , energy balance, design of equipments, HAZOP , plant layout , site selection .)

# TRAINING

# **Worked as an apprentice / trainee in BASF – The Chemical Company (Tube , Navy Mumbai), world’s largest chemical company ( FORTUNE 500 COMPANY), in Styropor plant ( Expandable Polystyrene) in production & Operations department . I have worked on following topics (march 11 – sept 11)**

1. Worked on **SIEMENS PCS7 PLC** system.
2. EPS **production activities** like initial charging of batch, checking batch sample while transferring of batch to buffer vessel.
3. Handling of **Drying and finishing** section which includes slurry rate controlling, flash dryer temperature controlling, checking finish goods sample to avoid mix-up in the finish goods.
4. Work with of **D.M. water plant** (ion exchange process) familiar with complete process of demineralization as well as regeneration of plant.
5. Trained with **emergency action plan** of MPP process and familiar with **golden rules** of MPP process.
6. Maintaining the stock of raw material and finishing goods.
7. **Man power handling**: - while working with the people maintain healthy relationship with everyone.
8. Worked on **SIEMENS PCS7 PLC** system.
9. Worked on **SAP** for production report.

# SKILLS

* Working constructively & effectively with interdisciplinary teams
* Adoptive, openness and an effective ***team player*** .
* Expressive, self-motivated and tireless to know any fresh developments
* Hard Working , Disciplined & Punctual
* Operating knowledge of Ms-Word, Excel, PowerPoint, and familiar with the Internet. & have learnt basics of C & C++ in first year of engineering.

# INTERESTS

* Listening to music
* Playing sports ( cricket , TT , carrom , football )
* YOGA

# PERSONAL DETAILS

* **Name** : Nadkarni Vinit Ajitkumar
* **Date of Birth** : 1ST May 1987

* **Marital Status** : Single
* **Email Address** : [vineet\_chemengg@yahoo.com](mailto:vineet_chemengg@yahoo.com)
* **Contact no:** +91 9821842400
* **LANGUAGES KNOWN**: English , Hindi ,Marathi.
* **Address** :- 9/33, Vishakha Apts, Andheri (w) , Mumbai- 53.

**CO-CURRICULAR ACTIVITIES & ACHEIVEMENTS**

* Participated in National Level Design event, “EXTRACTION-AZEOTROPY 2K10”.Held at IIT-Bombay.
* Appointed as a volunteer at “CHEMERGENCE-07”.
* Secured distinction in final year of engineering and got second highest marks in BE .
* Participated in Elocution and Drawing competition in Junior College.

**Place:** Mumbai.

Vinit.A.Nadkarni.