**\*RESUME\***

**Amit Rajesh Rawal**

**Email Id -** 🖷- : rawalmumbai@gmail.com

**Contact No:** 🕾- : +91- 9930019767

* **Carrier Objectives:**

To achieve maximum profitability and maximize the output of the organization of which I am a part of.

* **Work Experience:**

**1.POWER ACE ENGINEERING COMPANY(Andheri)**

**Position: Sales Head (Engineer)**

**From 9th July 2012 & 10th June 2013**

**Responsibility:**

Market Research, Finding Potential Customers, Taking Appointment With key person of company, Educating Customers About Products Of Company, Representing company, Understanding The Requirement Of Customer, Processing enquiry. sending offers, closing leads, following .setting up close relationship with clients.

**2.TRINITY AUTOMATION( A Div. of Trinity Interface Systems Pvt Ltd. )CBD Belapur**

**Position: Sales Engineer**

**From 17th July 2013 To April 2014**

**Responsibility:**

* Identify and create business opportunites for electrical components (priority) also other Trinity Automation products by meeting new customers and giving them presentation for automation products.
* Manage existing client relationships and ensure periodic meetings with them in-order to obtain information and to forecast their fututre requirments.
* Record and Maintain customer database and perform market studies, collect competitor market information
* Providing the customer after sales support,coordinating with the Technical coordinator for timely submission of offers with technical specification and Operations team for on time despatch of products
* Handel negotation and close deals at the best rates
* Ensure timely payments due from customers

**3.Hummel Connector Systems Pvt Ltd(Current Company)**

**Position: Sales Manager-Mumbai and Goa**

**From 01st May 2014 & Still Working**

**Responsibility:**

* Identify and create business opportunites for HUMMEL Range of products (Conector/Cable Gland/Enclosure/Conduits) by meeting new customers and giving them presentation for HUMMEL products.
* Manage existing client relationships and ensure periodic meetings with them in-order to obtain information and to forecast their fututre requirments.
* Record and Maintain customer database and perform market studies, collect competitor market information.
* Providing the customer after sales support, sending Technical Offers ,Executing the order, Followup for dispatch, Timely collection of payment, Managing dealers and appointing new dealers.
* Handel negotation and close deals at the best rates.
* Ensure timely payments due from customers
* **Professional Qualification:**

**Secondary and Higher Secondary Education:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Exam** | **Name of Institute** | **Year of passing** | **% Marks** | **Details** |
| S.S.C. | C.N.High School,santacruz,  Mumbai | June  2000 | 45.33 | II class |
| H.S.C | PatuckPolytechnic, santacruz(E),Mumbai | Apr  2002 | 64.17 | I class |

* **Licentiate in advance electronics and video servicing:**

**Percentage:** 84.03% with first class

**Year of passing:** Apr 2003

* **Diploma Engineering Education:**

**Institution:** Radio electric institute, grant road, Mumbai

**Branch:** Electronics & video engineering

**Year of:** June 2006

**Passing Percentage:** 69.15%

* Academic work for diploma:

|  |  |
| --- | --- |
| Seminar | TV receiver |
| Seminar | Modulation Technique |
| Mini-project | Clap switch |
| Final year project | RF controlled fan and appliances |

* **Engineering Education:**

**Institution:** P.V.P.I.T. Budhgaon,sangli.

**Branch:** Electronics Engineering.

|  |  |  |
| --- | --- | --- |
| **Exam** | **Year of passing** | **% marks** |
| S.E. | 2008 | 53 |
| T.E. | 2010 | 54 |
| B.E. | 2012 | 64% |

* PROJECT work for DEGREE:

Mini Project-parallel Inverter.

Final Year Project: Speed Control of AC Motor using Microcontroller

* **Co-curricular Activities:**

**Project Competitions**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Contest** | **Event** | **College** | **Level of Participation** | **Topic** | **Remark** |
| Expotech | Vision 2K9 | WCE, Sangli | National Level | Destination information system | winner |

* Extracurricular Activities:

1. Participation in 28th inter school competition in Sanskrit recitation
2. Participation in play titled “MIME” on reinet annual day of 2004
3. (The play was won third prize among all entries)
4. Work as paper presentation committee member in Nirmiti 2k12 national level event held at PVPIT.
5. Member of leading non govt organization named people for animal.
6. Elected as class representative for BE.

* **Special Achievements**
* Awarded by the best academic performance for securing second rank among the student of institute in licentiate in advanced electronics and video servicing during the academic year 2002-2003
* **Computing Skills:**

**Office tools :** MS Word, MS Power Point, MS Excel

* **Personal Profile:**

**Date of Birth : 11 Oct. 1984**

**Sex : Male**

**Marital Status : Married**

**Nationality : Indian.**

**Linguistic Abilities : English, Hindi, Guajarati & Marathi.**

**Address – :** 6/2 Mahavir Bldg, Neharu Road,

Vakola Maszid, Santacruz (East),

Mumbai-400 055

**I, hereby declare that the above information is correct to the best of my knowledge. I am aware that if incorrect information is found, my duty will be liable to be terminated.**

**Place: Mumbai**

**Date: (Amit R. Rawal)**