**CERRICULAM CIATE**

**Mangesh Gopalrao Yawale**

F-15, Sector-04, Airoli,

Navi Mumbai-400 708

E-mail: [mangesh.yawale@yahoo.com](mailto:mangesh.yawale@yahoo.com)

Cell: +91-9819480939

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**CAREER OBJECTIVE:**

Seeking a position to utilize my skills & abilities in the Core Industry that offers professional growth while being practical, innovative & flexible.

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**EDUCATIONAL QUALIFICATION:**

* Diploma in **Mechanical Engineering** from Maharashtra State Board of Technical Education (MSBTE), Mumbai with **71.79%**
* Passed Higher Secondary School Certificate Examination from Amravati Divisional Board with **74.33%**.
* Passed Secondary School Certificate Examination from Amravati Divisional Board with 52.00%.
* Diploma in Non Destructive Testing, Level-II (NDT) ( Methods-Utrasonic Testing method, Rediogrphy testing method, Magnatic Penatrating Testing method, Liquid Penatrating Testing Method) from Indian Institute of Non Destructive Testing, Mumbai.
* Diploma in Q/A , Q/C in Piping and Welding ( As per AWS & API) from Indian Institute of Non Destructive Testing, Mumbai.

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**Technical Skill:**

* **AUTO CAD (2D & 3D)** from Milestone Technology, Thane in the year 2012.
* **MS-Office, SAP ERP**

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**Work Experience:**

* **M/S. George Fischer Piping System India Ltd** As **Sales Co-Coordinator/Sales Engineer- Inside**  from 8th Dec 2014 to 15th Sep 2016

Georg Fischer Piping systems is manufacturer of Industrial Pipes, fitting and various types of valves in thermoplastic.

**Job Profile:**

Assist outside sales team in executing & achieving their territory and market business plans.

Resolve internal and external technical support requests or issues related to product selection,application, specification, installation, etc.

Commercial processes for quotation, receipt of order, order entry, shipment and delivery of order, and resolution of return requests and quality issues.

Co-ordinating with purchase and production team both national and international to meet delivery schedule.

Preparing the Test Certificates and Calculating BOQ.

Payment followup/collection and C-form collections in given territory.

Extensive interaction with customers, partners and team via phone and email.

Travel as needed with outside Sales Team to support presentation and trade show activities.

Listen, understand and convey customer requirements.

Maintain professional business relationships with target or assigned accounts. Provide status of ongoing projects and future projects.

Identify and communicate customer's needs and sales opportunities to help future growth.

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* **M/s. BHAGWAN Associates** as **Sales Engineer** From 2nd May 2012 to 30 Aug 2014

**Job Profile:**

Searching for new clients who could benefit from your products in a designated region.

Travelling to visit potential clients/New clients.

Establishing new, and maintaining existing, relationships with customers.

Managing and interpreting customer requirements.

Calculating client quotations & Negotiating tender and contract terms.

Selection of product as per the client requirment based on inputs given by clients.

Negotiating and closing sales by agreeing terms and conditions.

Offering after-sales support services.

Meeting regular sales targets.

Recording and maintaining client contact data.

Co-ordinating sales projects.

Supporting marketing by attending trade shows, conferences and other marketing events.

Making technical presentations and demonstrating how a product will meet client needs.

Providing pre-sales technical assistance and product education.

Co-ordinating with logistic department.

Payment followup / C-Form collections.

Providing training and producing support material for the sales team.

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* **M/s. Levcon Instruments Pvt. Ltd. as Jr. Sales Engineer** from 16th Aug 2011 to 30th April 2012

**PERSONAL SKILLS:**

* Excellent interpersonal & communication skills, both written & verbal.
* Willingness to learn & hard worker.
* Leadership qualities, team facilitator & good social rapport.

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**PERSONAL PROFILE:**

Name: Mangesh Gopalrao Yawale

Father’s name: Gopalrao Wamanrao Yawale

Mother’s name: Nalini

Date of birth: 22nd March, 1988

Sex: Male

Status: Unmarried

Nationality: Indian

Passport No: Z2994145

Languages known: English, Marathi, Hindi

**Declaration:-**

I hereby declare that the above mentioned information is correct up to my knowledge and I bear responsibility for the correctness of above mentioned particulars.

Date:

Place: Mumbai Signature