***CURRICULUM******VITAE***



**Sapankumar Bhadresh Shah**

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***OBJECTIVE***

* **Looking for a position as a senior sales engineer to use my technical sales skills and**

**Experience for mutual growth and benefit of the organization and myself**

* **To work as an industrial sales engineer and use my mechanical skill and customer service Experienced in generating sales**

***EDUCATIONAL QUALIFICATION***

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| --- | --- | --- | --- | --- |
| Examination | School/College | Board/University | Year | Percentage |
| B.E.(Mechanical) | K. J. Somaiya College of Engineering | Mumbai University | 2012 | 68.00 |
| H.S.C.(Science) | VIVA college | Maharashtra State Board | 2008 | 77.33 |

***ACHIEVEMENTS***

* Participate in the field of Refrigeration and Air conditioned. While studying at college and got certificate
* Got the 2 trophy in sports and 12 certificates when I was in school
* Awarded by Umabharti company as best Estimated project value as well as to handle the overall project ( Specially for Aarti Drugs ,L&T MIAL)
* Got appreciation letter from Reliable housing ( client’s side) when working with KONE elevator

***CORE STRENGTHS***

* Excellent customer service skills and sales experience of technical product
* Good knowledge of CAD(auto cad & solid works)
* strong leadership skills ( handling 5 teams)
* Excellent coordination skills and multi-tasking ability
* Comprehensive knowledge of mechanical or heavy machinery industry
* Convincing power and analytical skills
* New Business development , generate new enquiries and strong follow up
* Self-confidence to perform & deliver expect output

***COMPUTER KNOWLEDGE***

* MS-Office 2010 AutoCAD Mechanical
* Solid Works SAP (Basic)

***CAREER HISTORY***

* **Currently company: KONE Elevator India Pvt Ltd**

(Elevator and escalator like heavy machinery product)

**Designation: Project Engineer in NEB**

**Role : Installation Department**

**Duration: Nov-2015**

**Key contributions:**

* Responsible to co- ordination with sales team, Logistic team, commissioning team, quality team for smooth handover the project to service department
* Responsible for material planning & scheduling( Using SAP )
* Responsible to attend the KICK – OFF meeting with sales team, site engineer before pre installation
* Responsible for Execution of complete project in coordination with manufacturing, supply & site erection team
* Maintaining customer reputation and brand value to promote service support
* Handling sub contractor’s and his team
* Responsible for knowledge developing & awarness to site personnel & equipment safety for operators
* Responsible for man power planning and management( sub contractor’s allocation, work order preparation , billing )
* **Achieved target: 2.5 Cr for current year**

**Project handle:**

* B G shirke (mhada) , Reliable Housing , Jainam developers , Sumeet pragati , Nikunj developer , Mahaveer Reality
* **Previously work At: Umabharti Enterprises (“ Ezylift “ brand name)**

***(***Manufacturing of heavy machinery and material handling equipment Like EOT crane, wire rope hoist, hydraulic lift, jib crane, stacker, scissors lift **)**

**Designation: senior Sales Engineer .**

**Role: Sales coordination and direct sales**

**Function: Business development and support**

**Duration: June -2012 to Nov-2015**

**Key contributions:**

* Manage & overview entire sales cycle starting from enquiry generation , estimation , negotiation & execution to ensure service delivery commitments to customer are fulfilled
* Visiting & contacting old and new customers for feedback of our products
* Generate new leads from existing clients, cold calling, searching through net ,industrial visit and third party consultant
* Ability to handle customer various requirement for new business development and providing optimized solution
* Reviewing customer drawing , plans and other documents in order to prepared detailed technical proposal for them
* Explained technical features of products and cost benefit analysis to clients in simple terms and their usage
* Submission of techno-commercial offer on time, and attending technical discussion, commercial negotiation and follow up for order finalization to closed deals ( offer for new products ,AMC offer , and spare parts )
* Follow up for PO , payment collection and c forms
* Analysis of market as well as competitors along with quality and price
* Processing order to internal departments and co- ordination with production team , installation team, account department to finished the project within time frame and provide excellent service to customer till successful execution
* Handling team of 2 junior sales engineers and consultant (3rd party enquiry generated ) and 2 service team
* Preparing MIS report on monthly basis so as to update management team about payment collection, order status , and factory production plan
* **Achievement: In 2013-14 achieved target of 1 Cr and in 2014-15 achieved 1.20 Cr**

**Project handle**:

* MI sweco , L&T(Mumbai airport-MIAL), Cipla ,Ajay engineering , MacLeod pharma, Exide industries, Amar equipment, Godrej Industries Ltd, Aarti Drugs Ltd, Raychem RPG , Nirvan silk mills ,Arihant corporation, sumitra die, prince metal work, purohit steel , precicot

***PERSONAL DETAILS***

|  |  |
| --- | --- |
| **Name** | Sapankumar Bhadresh shah |
| **Date of Birth** | 12th Oct 1989 |
| **Gender** | Male |
| **Nationality** | Indian |
| **Marital Status** | Single |
| **Languages Known** | English, Hindi, Gujarati , Marathi. |
| **Hobbies** | Playing cricket, watching tennis,industrial visit, reading news paper . |
| Address | A/g- 2 , sandeep Bldg , p.p.marg ,nr. Ayyappa temple, virar-w-401303. |

***DECLARATION***

I hereby declare that, all the details furnished above are true to the best of my knowledge and understanding.

Place: Mumbai

Sapankumar shah