**Sushant Pradeep Ambavane**

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Interested in Management Roles of:

TECHNICAL MARKETING | BUSINESS DEVELOPMENT | PRODUCT DEVELOPMENT

**About Myself**

Professional with enthusiasm to work and business minded attitude. An individual that believes in creating value in any activities that I carry out, either for company/client/or oneself. With strong belief in teamwork, loves to work jointly and carry out the activities in stipulated timeframe.

A blend of technical and commercial skills with fair amount of understanding of business development principles and inquisitive nature to understand new things will prove to be asset for me as well as the company providing the opportunity to me.

Strategic thinking and decision making with time management are the qualities that I persist and continuous growth is one thing I pursue. Believes in long term relationship and is practical about activities that I do.

**Key Skills**

* Networking & Lead generation
* New Business development
* Product Development
* Process development
* Product and process research
* Market analysis and study
* Cost estimation
* Solution Provider
* Knowledge of Design software
* Designing of systems
* Client presentations
* Purchase and procurement
* Organisational development/Structuring
* Vendor Development
* Project execution
* Team Leader
* Event management
* Online Marketing
* Technical Seminars(Within Org)

PROFESSIONAL EXPERIENCE

**New Business Development Engineer |Vijay Engineering and machinery company (**June’15 to till)

Heads new business development division which mainly focuses on expanding and developing verticals (in products as well as services) of company and establishes company as a electromechanical solution provider and a trusted partner by the clients. The underlining objective of the department is to create a sustainable growth of organization and the members of the organization.

**Achievements in Brief:**

* Manufactured and supplied **multiple plumbing systems** marking the dawn of company in field of manufacturing.
* Executed **customized project** to serve customers need, thereby marking steps of company towards being a solution provider.
* Leveraged the name of the organization in the market to launch a synergistic product called ‘**control panels’** which adds revenue of around 75 lakh in 1st year of its launch crossing number of 200 items being sold.
* Setting up and developing **solar division** which offers products and services in the organisation, within just 8 months from the date, the idea was clicked.

**Duties:**

**Business Development**

* To promote new products through corporate presentations / seminars
* Visiting various clients to provide information regarding products and services.
* Marketing initiatives for business development in coordination with marketing team
* Within organisation sales and marketing
* Devising strategies for business development
* Locating new areas of business

**New Product Development**

* To map competitors, opportunities & threat for the new portfolio products.
* Technical research on new and upcoming applications in existing products and on new products
* Feasibility studies
* Vendor Development
* Quality system implementation
* Prototyping of product

**Market Research**

* Market development and penetration strategies
* Market research & analysis of scope of existing and new products in current market scenario.
* Application mapping of the product and services
* Identifying critical components of the system & identifying vendors who supply those components.
* Market development and penetration strategies
* Identifying new areas and clients that can be targeted for business development

**Technical Assistance and Sales Support**

* Providing technical assistance to sales engineers and clients
* Providing quotations to sales engineers and clients
* Visiting clients for site survey and sales meetings
* Arranging In-house training program for sales person and mechanics
* Active input and role in solving service related issues of product
* Coordination with vendors for timely deliveries.

**Project execution/ planning / Purchase**

* Preparing necessary plans and bill of material for project.
* Preparing execution plan and executing same on site
* Purchasing materials necessary for project
* Building and developing vendors for necessary materials.

**Designing**

* Technical Designing of solar power system
* Designing a commercial proposal of solar power system
* Designing and developing products

**Products and projects Handled:**

* 3 nos of SITC projects executed
* 500 + enquiries handled for control panels
* 50+ enquiries handled for pumping equipments
* 200 + nos of control panels sold
* 7+ nos of plumbing system manufactured in house.
* Working on 10+ projects with cumulative capacity of 400 Kwp with different parameters and characteristics in the field of solar PV.

EXPERIENTIAL LEARNING

**Godrej and Boyce limited** ……………………………………………………………………………… (Dec’10-Dec’11)

* Worked in quality assurance department with a project to implement complete quality systems and integrated management system ensuring development of vendors and assuring the quality of outsourced product.
* The project involved complete replication of systems and practices carried out in Godrej at vendors place ensuring the best quality product.

ACADAMIC QUALIFICATION

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| --- | --- | --- | --- | --- |
| **Course** | **University**/**Board** | **Institute** | **Year of passing** | **Percentage/CGPA** |
| B.E- Mechanical Engineering | Mumbai University | Datta Meghe College Of Engineering | 2015 | 73.5 |
| Licentiate in Mechanical Engineering | Autonomous Institute | Veermata Jijabai Technological Institute | 2012 | 86.06 |
| S.S.C | Maharashtra State Board | I.E.S Katrap Vidyalaya | 2008 | 90.46 |

PERSONAL DETAILS

Date of Birth: 14th June, 1992

Address: B/202 Shiv Shankar apartment, Rambaug lane 4,Kalyan (West)

Languages known: English, Hindi, Marathi