**UJWALA D. GADAGE**

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Cidco Coloney A/26 Sector -3 Airoli Navi Mumbai

**CAREER OBJECTIVE**:

To build up my career in a progressive, growth oriented organization that will provide opportunities to develop my skill & knowledge .While at the same time ,contributing my best to the overall development of the organization

**SNAPSHOT**

* Solutions focused, proactive and industrious professional with 3.6 years of experience in Electrical& Manufacturing industry.
* The complete knowledge to understand the process, understand operations sequences, process parameters required to achieve quality characteristics
* A strategic planner with expertise in implementing cost saving measures to achieve reduction in overall maintenance and running costs
* Gained vast knowledge during academics and while undergoing trainings and executing projects

**COMPETENCIES & SKILLS**

* Quick Adaptability
* Commitment towards work
* Sincerity & Self Confidence
* Effective Planning & Implementation
* Strong Analytical Skill

**WORK EXPERIANCE**

Currently working as Sales & Estimation Engineer in M/s **Sunesons Engineering & Fabrication Pvt. Ltd.** From February 2014 .I have 3.6 Year work experience in Draw out & Fixed Panel Enclosures Manufacturing.

**COMPANY PROFILE**

**SUNESONS Engineering & Fabrication (P) Ltd.(An ISO 9001:2008 Certified Company**). It is Electrical Enclosure (Panel) of Draw out MCC Enclosures ,Fixed Modular Enclosures, PLC Panel Enclosures ,Control Desks & MS & SS Boxes Making Company situated in Rabale Navi Mumbai.

**KEY DELIVERABLES INSUNESONS ENGINEERING & FABRICATION PVT. LTD. AS SALES & ESTIMATION ENGINEER**

1. **Project Costing & Quotation Making**

* Preparing GA Drawing in Excel Sheet from customers given Bill of materials & SLD or as per specification.
* Making effective costing from the view of getting good profitable order.
* Making Quotations of Draw out Panel Enclosures.
* Making Costing & Quotations of Non Draw out Panel ,Control Desk, SS & MS Boxes as per customer requirement.
* Negotiation with client at the time of finalization of order.
* Preparation of tender document. Prepare proforma invoice & send for the advance & balance payment.
* Reviewing & recording the existing revenue estimates of the company, tallying the records with the previous estimates with previous estimate with current results.
* Maintaining the current & previous estimation records, & referring to it occasionally for ensuring the range of accuracy, compliance & completeness in the evaluated results.
* Providing technical support to junior engineer & other team members regarding the estimation process, assisting technical director regarding bid analysis & negotiating the same with contracting personnel.

1. **Drawing & Documentation**

* Giving all the technical details to design department & sending approval drawing to customer after getting the order
* Preparing GA & Internal Arrangement Drawing for the draw out module in Auto Cad format.
* Making the changes in the drawing as per customer requirement.
* Checking of all the technical & drawing details before submission of drawing to client.

1. **Preparation Type Testing Panel.**

* As per client requirement of testing send quotation to client
* Send mail required type testing lab
* Fill all the document required for testing
* Prepare all the drawings for type testing
* Take testing date & rates from testing Lab as per client requirement.
* Arrange dispatch of testing panel.
* Coordinate with testing lab & client.
* Handling testing, drawing documentation at ERDA for Temperature Rise, Short circuit & Internal Arc testing.
* Project : Type testing of Drawout Panel at ERDA for Short CKt ,Temperature Rise & Internal Arc Testing Client M/s Control Automation & Services Pvt.Ltd. ,Kolkata

**WORK RESPONSIBILITIES (Sales)**

1. **Sales & Marketing Activities**

* Handle all the activity like stall booking & other exhibition related work.
* As a sales person handling stall & explain our company product in Exhibition such as Elecrama-2016, Intellect, Automation Expo-2016, Switch-2016.
* Sending Invitation to customers.
* Take follow up of New & old customers.
* Visit client office for the technical discussion & order finalization.
* Attend technical seminars.

1. **Follow up & Order Finalization**

* Taking weekly follow up from the customers regarding the offer given to the customers.
* Taking payment follow up of present order.
* Negotiation with the client at the time of finalization of the orders.
* Sending order Acceptance to customer after getting the order.
* Sales data format like PO list & enquiry register update.
* ISO Documentation.
* Give training to new join engineers.
* Preparation of Proforma Invoice for the payment.
* Preparation of billing Invoice

1. **Production Planning & Dispatch Scheduling**

* Attend production meeting to get the present status from production team & other department.
* Arrange dispatch by taking confirmation from client.
* Sending internal test certificate to the client
* Before dispatching panels do the necessary inspection of panel & sending inspection call to customer.
* After assembly completion & before inspection quality checking of panel as per fabrication drawing.

1. **Project Handle Details**

* Client M/s System Infotech,Bangalore Project: Wanakbori Power Plant,2015-2016, End Client BHEL

Project Size : 56 Nos. Double Front Drawout Panel,2 Fixed Panel,36 Nos. ACB Panels.

* Client M/s Lotus Powergear,Bangalore Project: 1x 125MW Coal Fired Thermal Power Plant,2016-2017, End Client Compagnie D Electricity DU Senegal.

Project Size : 52 Nos. Double Front Drawout Panel, 7Nos. Double Front Drawout Panel, 28 Nos. ACB Panels.

* Client M/s Elecon Power Systems Pvt.Ltd., Hydrabad Project: Rayalseema Thermal Power Plant,2016-2017. End Clien: Andhara Pradesh Power Generation Corporation Ltd.

Project Size : 58 Nos. Double Front Drawout Panel,18 Nos. ACB Panels.

1. **Team Size handle – 6**

**ACADEMIC**

* BE (Electrical) from Saraswati Education Society Faculty of Engineering(Mumbai University) in 2013-66.6%
* 12Th from Modern College (Maharashtra Board) in2009-62.67%
* 10th from Dnyandeep Vidya Mandir (Maharashtra Board)in 2007-84%

**PROFESSIONAL TRAINING**

* 15 days training in **Padghe HVDC Substation** situated in Bhivandi Road

**SEMINAR ATTEND**

* Attend 1 day seminar on **Profitability through Productivity** arrange by COSMA.

**TECHNICAL SKILL**

* Basic Autodesk Electrical (2D)
* Knowledge of Microsoft Office Excel
* Knowledge of Microsoft Ward & Power Point.

**ACHIEVEMENTS**

* Got 1st Price in Art Exhibition at Collage Level

**PERSONAL PROFILE**

Date of Birth : 14th November 1990

Languages Known : Marathi ,Hindi, English

I here by declare that the information furnish above is true to the best of my knowledge.

**Ujwala Gadage**