



CURRICULUM VITAE

Mr. Nitin Ramesh Paramane.

Flat No.-303, Ashirwad Complex, Sector-21, Plot No.-180, Kamothe, Navi Mumbai, Maharashtra – 410209.
Ph. No.: 9594670594 E-mail: nitinparamane@gmail.com, nitin_paramane@rediffmail.com

Objective:-

To secure employment with a progressive and dynamic organization allowing me to fully contribute to the successful achievement of corporate goals and objectives.

Work Experience:- Having 20 years of experience in Service Sales, Product Sales, Customer Support, Maintenance, Revenue Generation, Spares Business / Management & Production Domain.

Details of Work Experience:-

Employer – 1

Company Name: Bizerba India Pvt Ltd (**Total 5 Years**)

Designation: Service Manager

Duration: Sep 2021 to Oct 2022 **Location:** Pune

And

Designation: Area Service Manager

Duration: Sep 2008 to Aug 2012 **Location:** Mumbai

Work Profile: -

- Managing Service Engineers team for PAN India offices along with Company pay roll Engineers & outsourced Service Providers Engineers. Monitoring the complaint tickets & on time closer.
- Managing Service Department & Service Sales, Revenue targets, Maintenance Contracts i.e. AMC / CAMC, Invoicing & Spares Dispatching, Allocating the Service Calls with help of Service Coordinators in SAP software, Customers Feed-Back & Payment follow-up. Appointing the Service Providers.
- Handling the Repairing Department for all Electronics PCB cards repair, Fault Finding, SMD component level Soldering / Repairing, Root cause failure analysis & Spare parts management.
- Providing the trainings for own organization Engineers & Service Providers Engineers, Repair team & Customers along with detailed technical explanations for products, wiring diagram, Electronics components identifications, fault findings, testing instruments etc.
- Handling Meetings with all Internal Department's, Engineers / Service Providers Teams & Customers with all required data & presentations.

Products: -

Bizerba India Pvt Ltd is the leading MNC in Electronics manufacturing of Retail Weighing / Labeling & Bar code printing machines, Online Industrial checkweighers, Dormat / Platform Scales, Logistics checkweighers / Dimensioning system, Tank weighing systems, Filling machines, Food processing equipment's, Moisture Analyzer, Lab Balances etc..

Employer – 2

Company Name: Avery India Ltd

Designation: Service Delivery Manager

Duration: Jun 2019 to Sep 2021 (**2.4 Years**)

Location: Mumbai

Work Profile: -

- Managing Service Engineers team for Mumbai & Pune offices.
- Managing Service & Service Sales / Handling Maintenance Contracts i.e. AMC/CAMC, Spares management, Repairing, operating through CRM/SAP/SALES FORCE/SERVICE NOW software's.
- Achieving Service sales Targets, Allocating the Service Calls, Providing Technical support to Engineers & Customers, Customers Feed-Back & Payment issues.

Products: -

Avery India Ltd is the leading MNC in manufacturing of Electronics Weighing products such as Weigh Bridges & Dornat / Platform Scales also in Belt weigher, Tank weighing systems, Filling machines etc..

Employer – 3

Company Name: Control Print Ltd

Designation: Branch Service Manager

Duration: Jul 2016 to June 2019 (**3 Years**)

Location: Mumbai

Work Profile: -

- Managing Service Engineers team.
- Manage the Service & Service Sales / Handling Maintenance Contracts i.e. AMC/CAMC, Spares management, Repairing, operating through CRM/SAP/SALES FORCE/SERVICE NOW software's.
- Achieving Service sales Targets, Allocating the Service Calls, Providing Technical support to Engineers & Customers, Customers Feed-Back & Payment issues.

Products: -

Control Print is the India's leading Coding & Marking mfg. company for Continuous Inkjet Printers, High resolution Printers, Thermal Inkjet Printers, Laser Printers, Large Character Printers etc..

Employer – 4

Company Name: Sonner Feeding Systems (I) Pvt. Ltd. (Subsidiary of Shanghai Sonner Machinery Co. Ltd.-China MNC)

Désignation: Service Incharge

Duration: Aug 2012 to Jun 2016 (**4 Years**)

Location: Mumbai

Work Profile: -

- Managing Service Engineers team.
- Manage the Service, Service Sales & Product Sales For India & Overseas customers by visiting & online support of Iran, Turkey, Australia, Egypt, Germany, USA, Saudi Arabia, UAE etc.. Countries directly & through Dealers network.
- Handling Installation & Commissioning, Providing training to Dealers & customers.

Products: -

Electronics & Load Cell based Loss in weight Feeders, Dosing & Blending Equipment's, Conveying Equipments etc... Which are used in Textile/Polymer, Plastics & Compounding Industries.

Employer – 5**Company Name:** Digital Systems**Designation:** Service Leader cum Production Incharge**Duration:** Aug 2002 to Aug 2008 (6 Years)**Location:** Mumbai**Work Profile: -**

- Managing Production, Repairing, Installation, Service & Product Sales with help of Service & Production Engineers.
- Providing onsite & online support to customers & Engineers.

Products: -

Load cell based Automatic weigh batcher for Concrete Batching Plants (using AD 574, Intel 8085, Atmel 89C52 & AB-PLC), Digital water meter, Micro Controller based Control Systems, Electrical Panels Designing & Wiring. Testing, Debugging & Calibration of Digital Temperature Controller, Counter and Timer, UPS & Inverters systems, Laboratory equipment's like Autoclave / Oven-Incubator, Evaporator etc.

Educational Qualification: -

EXAM. PASSED	YEAR OF PASSING	BOARD/UNIVERSITY
BACHELOR OF ENGG. [ELECTRONICS]	AUGUST-2002	Dr. B.A.M.U. (AURANGABAD) – STB Engg Collage – Tuljapur - Maharashtra
DIPLOMA [DIGITAL ELECTRONICS]	JUNE -1999	M. S. B. T. E. – KBP Polytechnic Collage – Satara - Maharashtra

Personal Information: -DOB : 26th June 1980.

Passport No : Z 3041031

Marital Status : Married.

Languages Known : English, Hindi, Marathi

Permanent Address: At. Post - Somardi, Tal. - Jaoli, Dist - Satara, (Maharashtra).

I hereby state that the above-enclosed information is true & correct to the best of my knowledge.

Place: Mumbai.**Date:****(Nitin R. Paramane)**