

AVINASH PANDEY

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Carrier Objective: To secure a position with a stable and profitable organization, where I can be a member of a team management and can utilize my business experience to the fullest to result in mutual growth

Work exposure:

Organization: GMM Pfaudler Ltd

Designation: Sales Engineer – [Mixing Systems]

Duration: Since June 2014 till date

Product Line: Glass Line Reactors, Mixing Systems, Filters & Dryers, Distillation columns, heat exchangers....

Segment: Capital Equipment's

Sector: Chemicals/Pharmaceuticals/Food & Dairy/Paint/Paper & pulp/Water & many more

Area/Zone: PAN India

Job Description:

- Acknowledge enquiries & registering into ERP, agitator design & simulations, making offers in ERP and sending it to client, follow-up for further discussions,
- Visiting clients on regular basis for enquiry generations & techno-commercial discussions, negotiations & order finalization
- Delivering technical presentations of products to customer for their awareness over products and technology upgradations
- Updating sales visits in salesforce for team management's ready reference,
- Order booking in the ERP, updating customer information in ERP, new customer registration, payment updates etc.
- Actively participating in promotional activities such as exhibitions & seminars to build connect with customers & prospects,
- Working on sales model to achieve assigned target, sales forecasting weekly, monthly, quarterly for defining strategies to achieve targets regularly,
- Ensuring collections of receivables within stipulated time
- Coordinating with customer support team to ensure timely I&C of machines, maintenance activities and attending breakdown calls.
- Analyzing market trends, competitor information etc. and discussing with team and management for strategy planning.

Achievements:

- Taken ownership for project of Co-axial Agitator sales which has been made first time ever within the company for a customer from Ink industry at Bharuch, Gujrat. Customer was already using co-axial agitator however has mechanical issues occurring in regular intervals. I have taken ownership for getting details of existing model and worked with company's engineering and production team for offering required solution which is working successfully at customer's plant.

Organization: Machinfabrik Industries Pvt Ltd

Designation: Executive Marketing

Duration: May 2012 – May 2014

Product Line: HPHV Sterilizers, SHWS Sterilizers, MCDP water systems, Pure steam generators, Lyophilizers, precision cleaning equipment's

Segment: Capital Equipment's

Sector: Pharmaceuticals/Food/hospitals

Area/Zone: Indore, Bhopal, Hyderabad, Mumbai, Bangalore, Chennai, Kolkata

Job Description:

- Acknowledge enquiries, making offers and sending it to client, follow-up for further discussions,
- Client Visits on regular basis for enquiry generations, technical discussions, negotiations & closure for all product range
- Order booking in ERP & informally internally for execution,
- Ensure collections of receivables
- Actively participated in company's promotional activities such as exhibitions
- Technical presentations of products for customer awareness over upgraded features

Achievement:

- Taken ownership & developed conventional vertical Autoclave as per new HPHV function requirement to suit restricted space requirement for a pharma company in Hyderabad. This modification not only resulted in successful installation at customers place with their required satisfaction level but also results in repeat supply to customer and later this model was appreciated & purchased by set of clients which were looking for autoclaves with modern regulatory requirements however has small batch requirement and price conscious.

Organization: Bry-Air (Asia) Pvt. Ltd.

Designation: Sales Engineer

Duration: Sep 2010 – Apr 2012

Product Line: Dehumidifiers, Dehumidifiers with pre & post coil connections,

Segment: Capital Equipment's

Sector: Pharmaceuticals/Food

Area/Zone: Indore, Bhopal, Mumbai, Pune, Kolhapur, Nasik, Aurangabad, Daman

Job Description:

- Acknowledge enquiries, dehumidifier design, making offers and sending it to client, follow-up for further discussions,
- Visiting clients regularly, doing techno-commercial discussions, order finalizations,
- Order booking & sending internally for execution,
- Ensuring collections of receivables & C-form,
- Organizing & actively participating in company's promotional activities like exhibitions,

Achievement:

- Taken ownership in sales of compact dehumidifier for leather industry application for Mumbai based client involved in shoe's manufacturing. In the company leather industry been never in focus earlier which I have targeted as a new market which in turns been utilized as reference for sales in west, north & east territories.

Internship:

Organization: Nokia India private limited.

Designation: Sales Promoter

Duration: During MBA 2nd year – Part Time

Profile:

- MBA (Marketing) from Shri Vaishnav Institute of Management with expertise in marketing concepts and sound knowledge of computer applications with an unstinted urge to learn and apply.
- B.E (Mechanical) from Shree Institute of Science & Technology.
- Technical proficiency- MS Office.

Strengths:

- Dedicated, hardworking and focused individual, with proven learning and problem solving abilities.
- Result oriented professional with a matured approach and able to make an effective contribution to the performance of a team with good leadership and motivating capabilities.

Areas of Improvement:

- Presentation & Networking Skills
- Technical Skills
- Leadership Skills

Educational Qualification:

MBA (Marketing), 63.1%, 2009

College: - Shri Vaishnav Institute of Management, Indore, (MP)

University: - Devi Ahilya Vishwavidyalaya, Indore, (MP)

B.E (Mechanical), 70.2%, 2007

College: - Shree Institute of science & technology, Bhopal, (MP)

University: - Rajiv Gandhi Proudhyogiki Vishwavidyalaya, Bhopal, (MP)

HIGHER SECONDARY, 63.1%, 2003

School: - Saraswati Higher Secondary School, Rewa, (MP)

Board: - (MP Board)

SENIOR SECONDARY, 76.2%, 2001

School: - Saraswati Higher Secondary School, Rewa, (MP)

Board: - (MP Board)

Subjective Training:

Organization: Bharat Heavy Electricals Limited, Bhopal

Designation: Trainee

Project Name: Understanding the working of the Plant.

Duration: 15 days

Organization: Bhilai Steel Plant, Bhilai

Designation: Trainee

Project Name: Understanding the working of the plant.

Duration: 15 days

Curriculum Projects:

- Major Project: "Hybridizing a solar car through wind turbine".
- Minor Project: "Electrical power generation using speed breaker"

Extra-Curricular Activities:

- Industrial Visit - "Tava Dam", near Bhopal and "Maral Overseas Textile Limited", at Dhamnod near Indore.
- Actively participated at Hyurisko-2008 competition of "DAVV University (Indore)" in stress busters and got the rank under top six.
- Participated at "Advertising Sky Lab-Dec2008" program held at college level in "Dance Competition" and won 1st prize.
- Participated at Synergy Squadra 2008 at college level.
- Active participant at Ashwamedha-08 held at SVITS College Indore and Won the first prize in Dhin3thirak Competition.

Date of Birth: 13th December 1985

Permanent Address: Rewa, Madhya Pradesh, India.