**UMESH**

Email: umesh.340598@2freemail.com

**Career Objective:**

Enhance my working capacities, professional skills, business Efficiencies and to serve my organization in best possible way with sheer determination and commitment.

**Career Summary And Skills:**

* Mechanical engineer (ME Design) with 2.4 years of industrial experience.
* Having good knowledge of software's like Catia and ANSYS.
* Experience in sales and marketing of mechanical products like gearboxes, valves.
* Excellent sales, marketing, customer service and product demonstration skills
* Strong understanding of HVAC systems.
* Proven ability to take independent decisions, prompt actions and time management
* Adjustable in any kind of environment and eager to explore and learn new things.

**Work Experience:**

**Total Experience: 2 Year and 4 Month**

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| **Marketing Engineer**  | Sep-2016 To Dec-2016 |
| Petromech Engineers Pvt. Ltd., Pune |  |

Authorised representative of World Class Manufacturer & Suppliers of High quality Forged fittings, Butt- weld Fittings, All types of Piping materials & Different kinds of valves.

Responsibilities:

* Developed and implemented new sales and marketing strategies
* Marketing of Valves and fittings, dealt with clients like L&T, IFFCO, AFCONS, Toyo etc.
* Technical support to the customer regarding technical queries
* Enquiry generation by cold calling and Managing the customer journey
* Uploading the offers on Companies website
* Negotiating tender and contract terms
* Follow-up for BGs (Bank guaranties),Letter of credit and payment
* Follow up for CDD (Contractual Delivery Date) to avoid LD penalty

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| **Marketing Engineer**  | Feb-2016 To Aug-2016 |
| Cyclo Transmissions Ltd, Satara |  |

 One of the leaders in power transmission products for last 28 years. Specialized in Planetary drives and cycloidal drives. Apart from that also manufacture, Auger drives, Hydraulic Winches, Track drives, pump drives, torque limiter, drum motor, Slew drives.

Responsibilities:

* Dealt with clients like DRDO, JSW, TATA, SAIL etc.
* Marketing of gearboxes.
* Enquiry Generation by cold calling and managing the customer journey
* Developing the new marketing strategy and plan.
* Technical support to the customers
* Understanding the current and potential customer
* Payment follow-up
* Also worked with servicing department

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| **Project Engineer**  | Sep-2014 To Oct-2015 |
| As Engineering Pvt. Ltd., Pune |  |

Responsibilities:

* Preparing 3D model concept of project layout.
* Creating 2D drawing for production release
* Prepare production BOM for material procurement
* Discuss and finalize the technical offer with customer
* Various customer co ordination to freeze scope of supply
* Make techno commercial offer for customer

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| **Marketing Engineer**  | June-2014 To Aug-2014 |
| Bargir Tools Pvt. Ltd., Pune |  |

Manufacturers of Solid carbide and Carbide Tipped cutting tools and supplier of PCD and HSS tools.

Responsibilities:

* Developed and implemented new sales and marketing strategies
* Marketing of machine tools. Dealt with clients like Bajaj, Mahindra, Endurance TATA etc.
* Technical support to the customer regarding technical queries
* Enquiry generation by cold calling and Managing the customer journey

**Educational :**

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| **Master's Degree - Design Engineering** | 2016 |
| Pune University | First Class |
| **Bachelor's Degree - Mechanical Engineering** | 2012 |
| Solapur University | Distinction |
| **HSC** | 2008 |
| Pune Divisional Board | First Class |
| **SSC** | 2006 |
| Pune Divisional Board | Distinction |

**Publications And Certifications:**

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* A Research Paper on ‘Identifying design alternative for piping system upon assessment of composite material for suitability to the engineering application' in IJAERS International Journal of Advance Engineering Research & Studies , Volume 3,July-sept, 2014.
* Published a research paper on ‘Composite pipe design and analysis' in IJREAT International Journal Of Research In Engineering & Advance Technology,volume2,Issue6,Dec-jan,2015.
* Published a research paper on ‘Investigation Of Residual Stresses In Welding And Its Effect On Mechanical Behaviour Of AISI310’ In IJSPR International Journal Of Scientific Progress & Research,vol-12,03/2015.
* Attended the certificate course in Catia V5 design software’s in a reputed institute in sangli.

**Software Skills:**

 CatiaV5R19,Good knowledge of HVAC systems, Hyper mesh(Basics),Ansys (Basics), Abacus (Basics)

**Personal Profile:**

Marital Status: Single.

Nationality: Indian

Languages Known: English, Hindi, Marathi, Learning Arabic.