

Miss. Dhanshri Ramchandra Ghadage.

dhanshrighadage@gmail.com

Cell: 9757106663

Vadgaon (bk) , Pune -411 041

Career Objective:

“Looking forward to join a company that provide me challenging job in the related field & excellent opportunities to enhance my skill.”

Educational Qualification:

Passed Bachelor of Engineering in Instrumentation from P.V.P.I.T College of Engineering Sangli in 2012 with **10th rank** in university.

Professional Experience:

From Sep 2018 working as an **Sr. Engineer - Sales & Business Development** in "**M/S. Emirerri Steel Mfg. Pvt. Ltd** " Mumbai which is manufacturer of tube & pipe fitting .

Duties:-

- Prepare & submit high quality & on time proposals & **government tenders** independently.
- Work as a single point of contact for the customer during enquiry & bidding process.
- Work along with field sales team to professionally represent the company at customer meeting & ensure closure of escalated requests.
- Responsible for distribution of even enquiries to sales coordinators & technical closure.
- Responsible for business development in foreign countries through LinkedIn.
- Train & motivate channel partners for improving sales.
- Responsible for providing after order support to customers.

May 2017 - Aug 2018 worked as Application Engineer in “M/S. Mascot Systems Pvt. Ltd” Navi Mumbai which is Sole distributor of BHDT GmbH high pressure valves , pipes & tube fitting & Royal purple synthetic oil .

Duties:-

- Responsible for handling all government tenders independently.
- Solving technical queries of the customer & internal Sales Engineers.
- Participate in conference calls along with on-site meetings with customers.
- Work along with sales person & project engineer to transit proposal to successful order.
- Co-ordinate for new application with manufacturer HQ & arrange for technical sessions.
- Prepare list of purchase items & place order accordingly through **SAP** .
- Providing after order support to sales coordinators & other internal departments.

May 2015- May 2017 worked as Application Engineer-Sales in “M/S.PROTEGO India Pvt. Ltd” Navi Mumbai is **100 % owned subsidiary of Braunschweiger Flammenfilter GmbH, Germany** and manufacturer of flame arrestor, pressure vacuum relief valves, emergency relief valve.

Duties:-

- Prepare & submit complete quotation & government tenders .
- Conduct commercial negotiation together with Regional & Account Managers.
- Support sales staff in achieving the targets.
- Providing after order support to sales coordinators & other internal departments.
- Helping channel partners for improving sales.
- Maintain **CRM** tool with daily entries of enquires & offers.

April 2013- March 2015 worked as a Instrumentation Engineer-Sales in "M/S. Excelsior Engineering Works" Mumbai which is manufacturer of tube & pipe fitting & needle valve.

Duties:-

- Responsible for making a Quotation & Final Documentation.
- Planning & placing of Purchase Order.
- Helping sales executives for post sales activities.
- Collection of Payment & 'C'-Form from the client.

Project Details:

Project Name: "Ultrasonic vision system".

Organization : P.V.P.I.T., Budhgaon, Sangli.

Description: This is micro-controller based project for blind people i.e. Making electronic eye for them. For that purpose we made hat & stick for them by using sensors like ultrasonic sensor, IR sensor so they get idea about obstacle & move freely.

Computer Proficiency: MS Office Word, MS Office Excel, Basic AutoCAD.

Key Skills:

Accept responsibility.

Working effectively with others.

Willing to work in Dynamic Environment.

Personal Details:

Name	:	Miss. Dhanshri R. Ghadage.
Current Add	:	Bhandup , Mumbai -400 078
D.O.B	:	26 July 1990.
Marital Status	:	Single.
Nationality	:	Indian.
Languages known	:	English, Hindi, Marathi.
Hobbies	:	T-shirt painting.

Declaration

I do hereby confirm that the information furnished above is true to the best of my knowledge and belief.

Dhanshri R. Ghadage.

(Signature)