



Pavan Mahesh Solanki.

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Job Objective

Seeking challenging assignments in the domain of Electrical Project and Sales with an organisation of repute, preferably in Electrical industry.

Summary

- A dynamic professional with nearly 1 years of experience in Electrical Sales, Project, Operations and Team Management.
- Prepare business make work plan and execute as per project.
- Adept in managing resource planning, overhauling, work with centralized marketing team to meet overall business target, developing marketing plans and strategies.
- An effective communicator with excellent relationship building & interpersonal skills

Core Competencies

- Managing and interpreting customer requirements - speaking with clients to understand and meet their service needs Such as product, Retrofitting and Casual Work.
- Contributing to, and developing marketing plans, strategies and managing customer relationship
- Scheduling and planning for meeting for compelling to client requirement.
- Executing plans/ schedules for corporate sales and increasing revenue.
- Organising and attending events such as conference, seminars, reception and exhibition.
- Installing and commissioning as well as conducting tests & inspections to ensure operational effectiveness of utilities and products.

Employment Details

Worked as:

Area Sales Engineer Since 2st Feb 2017 to still working with Samudra Electronics Pvt System Pvt. Ltd, Pune.

Responsibilities:

- Started the working with Production Engineer and developing product.
- Need to prepare business and work plan according to enquiry.
- Conducting market research, for example using customer questionnaires and focus groups.
- Generating relevant leads and providing solution through different sources.
- Providing technical as well as commercial details to the customer and solve their technical query.
- Working on freight documentation and bidding tenders submission.
- When it comes to actual sales negotiating and renegotiating by phone , email and meeting.Meet monthly sales goal.
- Closely worked with customers and internal teams for material development activities like understanding functional requirement of final product
- Managing existing clients and building new customer base

Areas of Expertise



Project Coordination



Sales Management



Team Management

Work Experience



**IEEE Conference
Event Manager**

Academic Details

- Bachelor of Electrical Engineering from pune University, pune with 74.43 in 2017

IT Skills

- Good Knowledge Computer Application, MS Office Suite (Word, PowerPoint & Excel)

Extra Curricular Activities

- 1st Prize in State level Project Competition in association with IEEE Pune section
- Successfully completed workshop the LaTeX workshop material provided by IIT Bombay
- Anchoring for Robotics at college technical event Zion, 2014

Hobbies

- Travelling
- Reading

Strengths

- Instant Decision Making Capacity
- High Grasping Capacity

Personal Details

Date of Birth	20 th March, 1996
Gender	Male
Nationality	Indian
Relationship Status	Married
Languages	English, Hindi & Marathi
Permanent Address	A/P- Loni , Behind Tupe Complex, Tal-Rahata, Dist-Amednagai. 413713

Work Experience



Samudra Electronics
Pvt. Ltd ,Pune,

Education



Savitribai Phule
Pune University