



Akshay Sanjay Ahire (B.E Production Sandwich)

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PROFILE SUMMARY-

4 years of experience in Sales and Marketing of, Gas Safety and Regulating products, Gas Train, Gas Flowmeters, special purpose machine and submersible pump, motors. Establishing new customers and maintaining relationship with existing, Travelling to visit Potential clients, Making presentation. Preparing quotations, Handling negotiation process and closing deal.

WORK EXPERIENCE –

Innovative Automation Pvt Ltd, Pune

(September 2018 – July 2020)

Sr. Sales Engineer

Innovative Automation Pvt Ltd is one of the leading companies engaged in designing, manufacturing and supplying of Gas Safety components, Gas Trains, Gas Flowmeters, Butterfly Valves and Dampers.

Role & Responsibility:

Day-to-Day tasks are involve:

1. New client Acquisition and generate enquiries for given product range.
2. Handling the Technical sales part.
3. Prepare and deliver technical presentation explain product, services to customer.
4. Closing sales by agreeing terms and conditions
5. Establishing, Maintaining and expanding Customer base.
6. Putting together technical instructions for customer in relation to the use, Operation and Maintenance of purchased product.
7. Keeping upto date with Product and Competitors.

Duke Water World, Pune

(September 2017 - December 2017)

Sales Engineer

Duke Plasto Technique Pvt. Ltd is synonymous for Quality consistent and reliable products like Submersible pump sets, submersible motors, Solar motors, Monoblock pumps, Openwell pumps used in agriculture, Domestic and Industrial field.

Role & Responsibility:

Day-to-Day tasks are involve:

1. Overseeing sales, Meeting target and Managing Sales in region.
2. Creating new dealers network in given territory.
3. Establishing, Maintaining and expanding Customer base.
4. Developing Sales strategies which includes Marketing of product in region.
5. Keeping upto date with Product and Competitors
6. Supporting marketing by attending trade shows, conferences and other marketing events
7. Providing pre-sales technical assistance and product education
8. Offering after-sales support services
9. Recording and maintaining client contact data

Summit Engineers and Consultants Pvt. Ltd, Nasik

(January 2016 – August 2017)

Sales and Marketing Engineer (Special Purpose Machines)

Summit Engineers is engaged in manufacturing automation/Integrated system. Summit Engineers expertise in various kinds of machines needed for “Rubber to metal bonding” such as automated coating system, automated finishing system and Component testing system.

Role & Responsibility:

Day-to-Day tasks are involve :

1. Searching for new clients who could benefit from products in a designated region
2. Travelling to visit potential clients
3. Establishing new, and maintaining existing, relationships with customers
4. Managing and interpreting customer requirements
5. Persuading clients that a product or service will best satisfy their needs
6. Calculating client quotations
7. Negotiating contract terms
8. Closing sales by agreeing terms and conditions
9. Offering after-sales support services.

10. Collaborate with sales teams to understand customer requirements and provide sales support.

Project Management:

1. Develops project objectives by reviewing project proposals and plans conferring with management
2. Determines project specifications by studying product design, customer Requirements and performance standards, completing technical studies, preparing cost estimates.
3. Maintains project schedule by monitoring project progress, coordinating activities, solving problems.
4. Prepare project report by collecting, summarizing analyzing information and recommending necessary actions.

Internship and project at FORBES MARSHALL

Worked as intern for 6 month in Industrial engineering department. During training period worked in Stream and water analysis system. Took several time studies of manufacturing process in order to reduce assembly time and introduce new tools which can reduce human efforts and cost saving can be achieved. Learned different machining processes and performed SMED at machine shop.

Education

Course	University	Institute	Result
B.E Production Sandwich	Pune University	AISSMS COE	69.57 %
H.S.C	Pune University	MSG College	73.33 %
S.S.C	Maharashtra state Board	R.V. Shah Vidyalyaya	71.46%

Personal Information

Date of birth – 20 -02-1991

Marital Status – Single

Languages Known – English, Marathi, Hindi