**HEMANT NAGARE**

**Address:**

**Contact: +91 – 98922 15042** F7-702, Jai Ganesh Samrajya Sankul,

Email : hemant\_nagare1@yahoo.com Sector 4, Spine Road, Near Nasik phata,

**(Current Location: Pune)** Bhosari Pradhikaran**,** Dist.: Pune.

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**Objective:**

Seeking assignments in Sales and Marketing, Business Development, Key Account Management for a Technology product, with an organization of repute and contribute to the growth utilizing my professional experience. And explore my abilities.

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**Personal Details:**

Date of Birth : 14th May 1978.

Marital status : Married.

Languages known : English, Hindi, Marathi.

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**Academics:**

**• PG Diploma in Business Management – Operations.**Acquired PGDBM-Operations Management Certificate issued by **Welingkar Inst. of Management,** Mumbai.

**• B. E. (Mechanical)**Acquired Bachelor of Engineering Degree Certificate issued by Pune University in the year 2001.

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**Trainings:**

• Dale Carnegie Workshop - Sales Advantage.

• Pricing & Selling Skills Training.

• Technical Trainings & Induction programs.

Visited Germany, Japan, Thailand & Singapore several times for Technical discussions, Sales Review meetings, trainings as well as acquiring Expertise knowledge and Technical Proficiency & effective implementation of the same.

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**Synopsis: Core Competencies: Sales and Marketing, Business Development / Key Account Management:**

* Owing to 20+ years of work experience, with knowledge of overall functioning of a business unit.
* Ability to work independently, self-learns quickly, work on multiple projects, & handle a team.
* Proficient in utilizing technical skills.
* Skilled in making and implementing business plans & achieve sales targets,
* Strengthening healthy relationships with key accounts, ensuring high customer satisfaction.
* Good Co-ordination & Communication, organizational, & Problem-Solving skills.
* Innovative and having good analytical, verbal and written communication skills.
* Ability in exploring new business potential & opportunities to secure profitable business volumes.

### Sales and Marketing:

* Experience of Technical / Engineering product sales to various Industrial segments.
* Tracking competitors’ activities and providing valuable inputs for fine tuning sales & marketing strategies.
* Dealer network handling & market penetration with innovative solutions
* Setting up sales team, training and monitoring performance & guiding them to achieve budget
* Annual budget setting, periodic reviews, suitable changes in strategy & reporting to management.

### Business Development/ Key Account Management:

* Identifying and networking with prospective clients, generating more business from the existing accounts and achieving profitability and increased sales growth.
* Mapping client’s requirements and providing them customized solutions.
* Explore new applications in the market where the products can be supplied.
* Ensuring customer satisfaction by maintaining quality standards and providing technical assistance.
* Participated in International Exhibitions & Sales promotion schemes.
* OEM sales by influencing concerned consultants.

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**Professional Snapshot:**

**Presently working with Nitta Corporation India Pvt. Ltd., Pune** as a “**Business Manager – Nitta Moore Division**” from 15th Feb 2018 till date. Location: Pune.

* **Nitta Corporation** is a Japanese company having facilities in Japan, Korea, Thailand, China, USA, India, Germany and Netherlands, supplying Hydraulic Thermoplastic Hoses, Fittings, Pneumatic products, ATC for Spot-welding Robots and Power transmission & Conveyor belts. India facility is based in Pune.
* This is purely technical sales and Business Development assignment & as a Business Manager, I am responsible for the P&L of the Nitta Moore Div.

***Key Responsibilities and Duties:***

* Supports identify and develop the business Pan India. I am responsible for Sales & Business development of Nitta-Moore products in applicable industries Pan India, to achieve annual sales & order projections.
* As a Business Manager, also responsible for Material planning and inventory management, PPC & timely deliveries
* Improve Gross Margin as well as Operating Profit.
* Liaise with Nitta Engineering Global team to ensure Technical / Engineering Enquiries progress.
* Worked on few projects with our Japanese team.
* Prepare sales plan and identify new business opportunities & total market potential.
* Develop and maintain the Strategic Business Plan. Objectives set in conjunction with the MD.
* Develop, coach and mentor the sales team for improved performance.
* Accompany sales persons to customers for important discussions and deal closure, as & when required.
* Identify new customers / applications & Develop business growth potential in new & existing accounts.
* Visited Japan, Thailand & Singapore several times for technical trainings, discussions & Review Meetings.

***Notable Accomplishments:***

* Business development in various market segments understanding manufacturing processes.
* Identifying new customers to generate business potential for Nitta Moore products.
* Inventory reduction, proper material planning (Import from Japan).
* Developed data bank systems for faster analysis of sales track records.

***Major Industrial segments:***

Automotive (OEMs, Tier-1 & 2), Construction Equipment, Material Handling, Injection and Blow molding, Agriculture, Robotics & Automation, SPMs, Car Parking, Air Conditioning & Refrigeration, various other industrial segments.

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**Past Experience:**

**Hytech Engineers Pvt. Ltd., Thane** as “**Business Head – Hydraulic Power packs & Hoses**” from Jan 2017 till Feb 2018.

Location: Thane & Shirwal (Pune / Satara).

* **Hytech Engineers** manufactures & supplies Hydraulic Cylinders, Power packs, Hose assemblies, Hydraulic fittings & Precision machined components. Facilities based in Thane, Nasik, & Shirwal (Between Pune and Satara).
* I was responsible for the P&L of the Hose Assembly and Powerpack unit & serving OEMs**.**

***Key Responsibilities and Duties:***

* Accountable for managing the business as a profit center. Improve profit margin.
* As a Business Head, I was responsible for overall operations including Sales & Business development, Production, planning, timely delivery, and material / inventory management of Hose Assembly and Powerpacks units.
* Plan to achieve annual sales & order projections, regional sales objectives. Preparing annual budget.
* Develop and maintain Strategic Business Plan. Identify new business opportunities & market potential.
* Accompany sales persons to customers for important discussions and deal closure, as and when reqd.
* Effectively handled the production and on-time deliveries of Hose assembly and powerpack division.

***Major Industrial segments:***

Material Handling, Construction Equipment, SPMs, Car Parking systems, Automation, Agriculture equipment, Injection and Blow molding machines & various industrial segments.

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**Federal-Mogul Deva GmBH,** (under Sun Techno Services office in Mumbai)as “**Area Sales Manager**” from June 2011 to Jan 2017 (5.5 yrs). Location: Santacruz, Mumbai

* **Federal-Mogul** **Deva** is a Global Leader in mfg. & supplying Self Lubricating bearings (maintenance free custom-made Bearings), bushes & wear plates as per customer specific designs. FMD plant is based in Stadtallendorf, Germany and Indian Sales office in Santacruz, Mumbai.
* This was purely technical product sales assignment & serving OEMs, Hydropower, Renewable energy, Steel, Tire Industry, Injection molding, Heavy Engg., Thermal Power, & Other industrial segments.

***Key Responsibilities and Duties:***

* Identify and develop the business in South & Western part of India. I was responsible for sales & Business development of Federal Mogul Deva self-lubricating bearings products in applicable industries.
* Develop and maintain the Strategic Business Plan in support of the objectives set in conjunction with the Manager – Strategic Planning & Business Development - based in Germany.
* Prepare sales plan and identify new business opportunities & total market potential.
* Prepare customer visit plans & reports. Report competitive activity, product application data.
* Provides solutions to customers on various applications by using product and application knowledge.
* Plan to achieve annual sales and order projections.
* Identify new applications / customers & develop business growth potential in new & existing accounts.
* Liaise with Global Engineering to ensure Engineering Enquiries progress.
* Visited Germany several times for various technical trainings as well as Sales Review meetings.

***Notable Accomplishments:***

* Identified & developed new customers & developed business relationship with them.
* Successfully achieved sales targets for 2 years (2014 & 2015).
* Worked with few international projects with FMD global team.
* Positioning FMD products & solutions to new applications and markets.

***Major Industrial segments:***

Construction equipment, Hydro Turbine Manufacturers, Dam Gates manufacturers, Truck mounted cranes, SPMs, Valves manufacturers, Tyre Industry, Various hydro power plants, Steel Industry, Injection molding, Polyester manufacturers etc.

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**PALL INDIA PVT. LTD. Mumbai,** as a **Sales Engineer** from May’08 till June’11 (3 years). Location: Andheri, Mumbai.

* **PALL Corporation** is US MNC, Global presence, largest filtration, separation and purifications company, supplying Filters, filter housings & filtration systems for Oil, water, fuel & Air applications. I was responsible for Commercial Aerospace MRO, Simulators, HAL Nasik, Engineering & Industrial sectors & reporting to Regional sales manager.

***Key Responsibilities and Duties:***

* I was responsible for sales & Business development of Pall Filtration products in applicable industries.
* Prepare customer visit plans & reports. Report competitive activity, product application data.
* Provides professional advice and solutions to customers on a variety of applications by using product and application knowledge.
* Plan to achieve annual sales and order projections in Northern & Western part of India.
* Prepare sales plan and identify new business opportunities & total market potential.
* Identify new applications / customers & Develop business growth potential in new as well as existing accounts.
* Investigate & recommend new products, solutions, services for increased market penetration.
* Liaise with Global Engineering to ensure Engineering Enquiries progress.

***Notable Accomplishments:***

* Successful in handling Sales operations pertaining to Western region in various major markets such as Primary Metals, OEM’S, Aerospace MRO, General Engineering etc.
* Played a major role in implementing Pall values & ethical standards in business dealings.
* Distinction of representing company in customer negotiations & interactions.
* Contributed in enhancing client services by introducing oil analysis & diagnosis services.

***Major Industrial segments:***

Automotive, Pharma, Medical, Life Sciences, Construction Equipment, Material Handling, Heavy Engineering, Aerospace, Defense, Power, Fuels & Chemicals, F&B, Water treatment, Primary metals, OEMs etc.

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**Avdel India Pvt. Ltd. Thane,** - from May 2001 to May 2008 (7 years): Location: Wagle Estate, Thane

* **Avdel India** manufactures / supplies Industrial Fasteners, Lock-bolts, Blind Rivets, Nutserts, Self-locking rivets, Riveting tools, catering to Automotive, Railways, Aerospace, Electronics & Industrial segments.

**As a Sales cum Application Engineer from June 2006 to May 2008 (2 years)**

* Responsible for Sales in Western region in Automotive, Industrial segments and dealers.
* Prepare Customer Action & Visit Plans, WAR, Report competitive activity & product application data.
* Prepare sales plan and identify new business opportunities & total market potential.
* Explore new applications in the market where the products can be supplied.

**As a Sr. Engineer – Prod & QA from May 2001 to June 2006 (5 years 1 months)**

* Responsible for PPC, Product development, QA and Inventory management.
* Incoming, In-process & Final Inspection of the Precision Components and process follow-up.
* ISO / TS QMS implementation.

***Notable Accomplishments:***

* Introduced QMS for Production plant. Participated in ISO 9001-2000 & ISO/TS 16949-2002 quality system implementation activities & represented Avdel India for final certification audit. Got Certification.

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I am a strong believer of the fact that a Company or Product Image is to a great extent reflected by the people who represent it. It is therefore necessary to instill confidence in both Self and the Product to be able to deliver a lasting representation of the same.

**Hemant Nagare**