

RESUME

Name: Vinay Sudhakar Pawar
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Date of Birth: 26.04.1974.

Status: Married.

Languages Known: English, Hindi and Marathi.

Educational Qualifications:

- 1] M.B.A. - 1st class from Institute of Management Education, Pune completed in 1998
- 2] B. E. (Mechanical) - from I.S.T. College, Dnyaneshwar Vidhyapith, Pune completed in 1996.
- 3] Additional Education - Computers: - I have good Computer literacy background required for day-to-day office work.
 - A] AutoCAD – cam from (C. O. E. P.) college of engineering, Pune.
 - B] PLC Programming - for Allen Bradley and Mitsubishi PLC's
 - C] Software: -a) Software quality testing SQTL, Manual/Auto, Test directors, winrunner,
 - b) Knowledge of C, ORACLE, VB6, and JAVA
 - c) SAP using in daily office work.

EXPERIENCE:

I had the opportunity to work with the following companies:

- 1) Presently at M/s. Electronics Devices Worldwide Pvt. Ltd. As Business Development Head-(GM.) Manufacturers of Standard Welding Machine: Arc, TIG, MIG, Submerged Arc Welding, Advance Technology Welding Machines - synergic & pulse / double pulse type, Pre Heating Post Heating PWHT Induction Heating, IoT Data Monitoring Industry 4.0, Cold Wire Feeder, Hot Wire TIG, Robotic Welding, Automation / SPM's machines etc.
- 2) Worked in M/s. GB Industries Pvt. Ltd., Pune, my roll is to do Develop new customers, look after purchase dept. to match the stock and supply, new vendor development and Shores: stock & finished goods , coordination with accounts for outstanding, Plan the activity as per scheduling with production dept., keep watch on quality, drawing/designing and all other formality / activities etc. essentials for company. Worked from Jan. 2018 as CEO. Products

are in hydraulic hose assembly and its end fittings. Hydraulic line set for earth moving equipment, special fittings, Manufacture on CNC, Lathes and special crimping machines, customized hydraulic fittings manufacturing, customer requirement for hydraulic fitting and hose assembly delivering within time, etc. different manufacturer's hoses – Parker, Gates, Polyhose, and other makes to serve the customer need.

- 3) Worked as Regional Manager Marketing for M/s. Electronics Devices Worldwide Pvt. Ltd. Division: Sigma Weld from Nov. 2014 - Welding Machine ARC, TIG, MIG, Submerged Arc Welding (SAW), Automation, SPM, Handling Systems, and Jig & Fixtures etc.
- 4) Worked with M/s. Artech Welders Pvt Ltd., Pune from 17th Dec.2010. As Sales Manager & Business Development for Special Purpose Drawn Arc type Stud Welding Machine and Shear Connector Studs. This is a new product for India. I develop the market with very good order position. Develop customer base in sector like - Infra-Structure, Power Plants, PEB, Heavy Fabrication, Boilers, & Automobiles etc.,
- 5) Worked with M/s. Shukra Engineering Pvt. Ltd. From 5 March 2008 MNC, Group Company of Malaysia's AE Automation Ltd. as Regional Manager Marketing (Branch Head). Responsible for business development, generate new enquiry's, give design solutions, satisfy customer requirements, BOM making, offer preparation, Customer relation development & maintain, manpower allocation in factory, Production & quality with timely delivery, suppliers development, Quick response and quick service to customer, Price negotiations, Other all types day to day office administration work, Regular reporting to HO Director & Malaysian Director. Developed good relation in Pune region industries like, LG, GMI, VW, Daimler Chrysler, Taco Group, M&M, Sharp, Frito-Lay's and many old & upcoming MNC's, Automobile & Ancillaries of Automobile companies, Food & Electronic industries etc. Account documentation responsibility – Delivery Challan, Invoice, forecasting for expenses & Sales Tax etc.
- 6) Worked with M/s. Mechelonic Engineers Pvt. Ltd. 5 July 2007, as Manager Sales (Residential Representative), for all Maharashtra excluding Mumbai. A well - known manufacturer of Resistance Welding Machines and its SPMs. Generating new enquiries. Find out new upcoming projects, visits to them and build the relations. Got the orders for SPM for critical components welding. Coordination with service person & service calls, Head Office & other regional offices. Decisions are taken in my region, with proper intimation / clarification to GM at head office. Reporting to GM, VP and Director. Negotiations, small part of costing, Follow-ups, outstanding follow-ups, visit & keep personal relations to customers and satisfy the need of customers.
- 7) Worked with S.V. Robotics & Automations Pvt. Ltd., Pune from 2 May 2005, as Asst. Manager Marketing. Marketing and layout Designing, Making quotations, costing, follow-ups, visits to customer for new requirements, generation of new customer & requirements, proposal drawings on AutoCAD, day to day production follow up, office management & Administration, documentation, payment follow-ups, production planning, scheduling, regular production activities, manpower adjustment, work allocation, internal inspection before

customer visit, arrangement of transportation, Exhibition demo models design, manufacture and display etc.

- 8) KEJE THERMOWELD EQUIPMENTS PVT. LTD., Pune. From 13 Jan 2001 to 30 April 2005. A well - known manufacturer & exporter of resistance welding and resistance heating equipments. They also manufacture Special purpose welding & heating machines as per requirement of client. Worked as a Sales Engineer.

My job responsibilities are:

- To look after Sales, visits for new enquiry generation, making Quotations, Invoices, Administration, Follow-up etc., along with SPM - developments, scheduling, controlling, coordinating, Production Planning & Control, making Process Sheets, packing, dispatching, recruiting for various department, controlling and monitoring supervisors (production/quality), Improving productivity and maintaining Quality, Planning for smooth and effective management of employees and their motivations, Transportation along with Insurance matters & Octroi department, also looking for Material management, Operating Computer for day-to-day office work and Site visits, Exhibition preparation and participation, etc.

- Also handling of Marketing for Export, follow-up, dealing with Excise officials, maintaining and observing excise formalities, preparations of ARE-1, Proforma Invoice, Commercial Invoice, submission of POE, Monthly returns of central excise, CHA communication & follow-ups, Sales Tax office and Preparation of Export documentation and transportation. Also taking meetings for the day to day production, time, planning, job production, stock checking, Maintenance Preventive and break down, Consumption record, coordinate with Stores, Purchase & Production.

- 9) P.I.E.CON. PVT.LTD. Pune, from 18 July 1998-2001. Manufacturers of filling equipments. The company is a prime supplier to automobile industries like Maruti Udyog Ltd. Gurgaon (Hr), M/s. Tata Motors Ltd.-Pune, M/s. Daewoo Ltd. Noida (New Delhi), M/s. John deer L & T Ltd. sanaswadi Pune. M/s.Climate systems Ltd. Bhiwadi (Rj) for PLC based equipment's like engine oil filler, radiator coolant filler, fuel filler and A.C. Gas charging (filler) etc. worked as Production Manager (Factory Manager) and was responsible for all day-to-day factory & site-work. Production Planning & Control and Quality Assurance, Sometimes visit to site to match the speed of our machine and line.

Extracurricular activities: Reading books, Traveling, Table Tennis, Badminton, Cricket, guitar, music listening, and horse riding.

With the above details of acquired qualifications and experience I am ready to share responsibility in your organization. I humbly assure that, - if opportunities are provided, I will prove my-self as an asset to your organization.

Thank you very much,
Yours Faithfully,

Vinay S. Pawar