

RAGINI A. YEOLE

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Summary:

- **4 Years** hands on experience in **Sales Dept.** as a **Technical Business Analyst/Sales Engineer**
- **B.E. (Instrumentation & Control)** from P.D.E.A's COEM, Hadapsar, Pune.

Career Objective:-

I intend to pursue a challenging career in a challenging work environment, where I could use my knowledge and skill to the best of my ability.

Technical Skills:

- Certified Course in **PLC, SCADA, DCS, HMI** from College of Engineering Pune.
- Basic Knowledge of **AutoCAD** using version 2012.

Academic Profile:-

- **B.E.**(Instrumentation and Control) from College Of Engineering, Manjari (BK),Pune in 2013 with **67 %**
- **XII** from K.R.KOTKAR College, Chalisgaon, Nasik Board in 2009 with **74 %**
- **X** from Good Shepherd Academy, Chalisgaon Nasik Board in 2007 with **78 %**

Work Experience:

- Current Employer : **WIKA Instruments India Pvt. Ltd.**
- Designation & Duration : **Sr. Sales-Engineer (Calibration Technology)** from August 2014 till date
- Responsibilities :-
 - Working with Live **ERP** System
 - Loading & execution of Sales orders
 - Planning : Creation of BOM
 - Looking after Calibration Technology services/NABL Calibration
 - Making offers for Calibration Technology Products
 - Order completion follow up and clearances for dispatch
 - Payment collection
 - Order Tracking and filing/Documentation after completion of order
 - Online & offline Government Tenders
 - Exhibitor for International Industrial / Process Automation Exhibitions

Professional Trainings:

- Sales Excellence Training : Dale Carnegie Training® - 3 Modules, 6 Months Training
- Communication Skills Training : Includes Audio, video recording & verbal, mail witting sills

Professional Achievements:

- Winner in poster making competition held during safety week, 4th March to 11th March
- Participant certificate for "Chess" Competition
- Best Team Work Award - Calibration Technology Dept.

- Past Employer : **Indotech Industrial Solutions Pvt. Ltd.**
- Designation & Duration : **Technical Business Analyst** form June 2013 till August 2014.
- Responsibilities :-
 - All techno commercial Activities
 - Sales and Marketing
 - Analysis of process and products
 - Soft calls to customer and clients
 - Tendering Process : Online & Offline
 - Documentation
 - Proposals making & forwarding
 - Handling Domestic and Local Technical Exhibitions

Key Skills: # Good Marketing skills & tragedy, Good communication and Convincing power
Purchasing and good negotiating skills

Professional Achievements: Awarded as a Good, Hardworking and Best employee at the time of exit.

Academic Extra Curricular Activities:-

1. Participated in **National level Paper Presentation** at COEM, Pune
2. Worked as a volunteer in **FUTURIZM** (National level Paper Presentation) organized by COEM, Pune
3. Attended **NSS CAMP** for three years and received certified certificates from **University Of Pune**
4. Participated in School and College level Athletic competitions and received prizes
5. District level handball player

Key Strength:-

- Ability to work for long hours when needed
- Flexibility to handle changes
- Curious for the knowledge
- Strong dedication, devotion, and positive approach towards my work and life

Personal Profile:-

Father's Name : Mr. Ashok Shridhar Yeole

Mother's Name : Mrs. Sharda Ashok Yeole

Nationality : Indian

Date of Birth : 19th July, 1991

Marital Status : Single

Languages Known: English, Hindi and Marathi

DECLARATION

I hereby declare that all the information given here is true to the best of my knowledge & belief and awaiting favorable invitation from your end.

Date:

Place: Pune

Signature

(Yeole Ragini Ashok)