

Bramhane Amol Balu

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Email: amolbramhanes@gmail.com**OBJECTIVE**

Looking for sales/marketing/tendering/business development engineer position with reputed organization to utilize my knowledge, ideas and experience for producing results in order to achieve prime goal of organization, as well as my professional growth.

SUMMARY

- **3 years of Experience in Heat Exchanger & Pressure Vessel manufacturing industry as a Marketing Engineer.**
- **MBA** with specialization in **Marketing Management** from Pune University in 2014.
- **B. E.** with specialization in **Chemical Engineer** from Pune University in 2011.

KEY SKILLS

- Handling customers from various sectors like OEM, Chemical, Petrochemical, Oil & Gas, Water, and Filtration. Handling Domestic as well as Export enquiries.
- Supporting to customer during virtual & onsite client meeting.
- Liaising with both current & potential customer to develop existing and new business opportunity.
- Identify the customer's current & future requirement.
- Preparing the reports for management.
- Delivering presentation to customer and audience.
- Knowledge of filling the tenders with proper bid.
- Knowledge of requirement of filling the Vendor registration forms of Government Organization.
- Knowledge of after sales activities like purchase order review, order handover, bank guarantee, letter of credit, kick off meeting, drawing approval etc. as well as after sales support.
- Knowledge of how to arrange the technical discussion with customer and internal engineering team.

PROFESSIONAL EXPERIENCE

- **Company** : **Berger Paints India Ltd. (www.bergerindia.com)**
- **Designation** : **Technical Sales Officer**
- **Duration** : **[Sep 2017 to Nov 2017]**

Work Responsibilities

- Responsible for selling the Berger industrial coating in Chhattisgarh region.
- Responsible for developing new Customers/Dealer for company, as well as maintaining the relation with existing Customer/Dealer.
- Understanding the monthly consumption of dealers and making monthly sales plan.

- Travel through territory to meet the customer.
- Supporting to accounts and store team for on time delivery.
- Handling the sales channel for creating a new end user.

- **Company** : **Pressure Vessel (India) (www.pressurevesselsindia.in)**
- **Designation** : **Sales Engineer**
- **Duration** : **[June 2016 to Aug 2017]**

Work Responsibilities

- Responsible for sales cum application activity / execution of PVI products.
- Responsible for the achieving the annual sales target.
- Responsible for developing new customers for company, Vendor registration process, getting enquiries.
- Making the travel plan to meet the customers.
- Reviewing the technical data like drawings, specifications, etc. and Supporting to estimation team to estimate the cost of equipment.
- Convey the all technical data which received from customer to the PVI design team.
- Supporting customer for Pre-bid stage enquiries providing on-time offers.
- Preparation of techno-commercial offer; Handling Negotiation and Finalization.
- Reviewing the purchase order and call the order review and order handover meeting of all key persons of all departments.
- Monitoring end-to-end process flows in order to ensure operational efficiency.
- Responsible for single point contact for the post order activities.
- Responsible for payment collection from customers.
- Providing the after sales support.

- **Company** : **United heat Transfer Pvt. Ltd. (www.unitedheat.in)**
- **Designation** : **Marketing Engineer**
- **Duration** : **[Aug. 2014 to Jan. 2016]**

Work Responsibilities

- Similar as in Pressure Vessels India.

ACHIVEMENTS IN ORGANIZATION

- Successfully faced ASME audit.
- Successfully faced audit of PDO (Petroleum Development Oman).
- Successful vendor registration of Pressure Vessels India in EIL.
- Successful product enhancement of United heat Transfer Pvt. Ltd. in EIL.
- Successful vendor registration of organization in BHEL Haridwar.

ACADEMICS

- **MBA** with specialization in **Marketing Management** with **First Class (61%)** from Pune University in 2014.
- **B. E.** with specialization in **Chemical Engineer** with **First Class (62%)** from Pune University in 2011.
- **HSC** specializing in **Science** with **First Class (60.33%)** from Nasik (M.H.) Board in 2007.
- **SSC** with **Distinction (77.33%)** from Nasik (M.H.) Board in 2005.

INDUSTRIAL TRAINING

- Rashtriya Chemical & Fertilizers for 3 days in 2010.

PERSONAL DETAILS

Name : Bramahne Amol Balu .
Address : 44, Suraj Kesari Nagar, Korit Road, Nandurbar- 425412
Date of Birth : 12th July, 1989.
Marital Status : Single.
Languages Known : English, Hindi and Marathi.
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