



Harshad Nivsarkar

A versatile, accomplished & goal-oriented professional with over 14 years of experience in the complete Sales Cycle, Business Development, Channel Sales Management, People Management, Recruitment, Training & Development of Engineering Solutions across National & International Market

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Core Competencies



Profile Summary

- **Directing the end-to-end sales of products, solutions & services** for product design & development, manufacturing & industrial automation
- **Turnaround Specialist and Change Manager with a proven record of stamping success** in restructuring loss-making organization and delivering significant profits
- Decisive, strategic and performance-driven professional with **merit of winning turn-key/ executing concept-to-commissioning projects**
- **Executed the strategy & plans for organization's business operations**; drove operations that led to an increase in turnover & profitability
- **Gained brief exposure to numerous verticals such as Mechanical, Automotive, Heavy Engineering, Agricultural, Marine, Rail, Defence, Govt. Tenders, Engineering Services** and several others
- **Wealth of managing multiple geographies such as US, Canada, Europe, UK, Scandinavia, Dubai** and several others
- **Highly skilled in procuring projects related to Product Design, Reverse Engineering, CFD, CAE, Automation, Corporate Training IT Support Services**
- **Known for augmenting growth, generating new business and devising & executing business plans** by leveraging comprehensive understanding of the dynamics of the industry
- **P&L Driver & Revenue Accelerator**: Drove the operations for the organization, employed a pragmatic approach and catapulted the profits
- **Established multi-site operations from grounds-up, built capabilities** and set-up governance structure, project delivery strategy, operations readiness and enhanced internal controls in the organization by instituting Six Sigma
- **Added value to the efforts of the organization and drove organizational objectives by successfully managing business & proposal development, sales & marketing, techno-commercial operations**, project functions, channel sales management, pre-sales activities, proposals & negotiations, key accounts management and several others
- **An effective communicator with strong relationship management skills** with the capability to relate to people at any level of business & management across the globe; possess excellent analytical and negotiation skills



Soft Skills



Strengths

- Recognized as decisive/performance-driven professional with merit of winning **turn-key projects.**
- **"Go-Getter"** approach/ attitude.
- Flexible to work in **shifts (Any)**/ Adaptable to re-locate **anywhere** across India/ Abroad.
- Experience in handling **(CRM of)** strategic OEM customers.
- Know-how of different **Industry Verticals-segments/ Domains/ Engineering Services Scope.**
- Awareness of **Best Practices, Domestic & International Stds.**
- Capability of developing business for **new ventures/ start-up** engineering services firms.
- Expertise in preparing **Technical Presentations/ Case-studies, Marketing Collaterals/ Flyers-Brochures.**



Organization Experience

From 1st July 2019 to Till-date with ACTUALIZE Consulting (www.actualize.co.in), Pune as Asst. Mgr – BD (PAN-India)

Responsible for:

- (Tech. services) capability development/Management of Pune Profit Center (ODC –Offsite Design Center).
- Individually developed and handled/ CRM of long-term strategic accounts of key OEM customers.
- New Customer Business Development (simultaneously).

1st Jan'16 till 1st Jun'19 with Atlantis Lab Pvt. Ltd., Pune as Manager- Business Development

Key Result Areas:

- Strategizing the complete key account management at strategic level across US, Canada, Europe and India
- Acting as a SPOC for all strategic accounts including renowned MNC's, OE Manufacturers and Suppliers
- Preparing advanced product engineering presentations as per client's portfolio and presenting the same
- Providing end-to-end support to Design Head regarding development of in-house capabilities
- Preparing detailed case-studies of executed projects; developing dedicated partners for niche requirements
- Directing the sales of concepts; presenting engine studies for research in pollution & emission control
- Gathering on-site manpower requirements; leading the off-site project execution; developing the projects in the international market
- Offering complete recruitment assistance to HR regarding screening of resumes and shortlisting the right candidates
- Steering the formulation and implementation of corporate strategies for achievement of top-line & bottom line targets
- Developing and effectuating competitive selling programs to improve product awareness and enhance growth
- Analyzing competition through market information to finalize the marketing strategy
- Gathering and utilizing client feedback & personal network to develop marketing intelligence for generating leads
- Administering business operations for the profit centre with a view to realize pre-planning sales and revenue targets; formulating profit centre budget for operational / business development activities
- Rendering sustained services for high ROI, increasing retention level by achieving quality norms and resolving their issues to attain high customer satisfaction
- Ensuring the successful accomplishment of preset business targets in face of growing competition; identifying the prospective clients, generating business from new accounts and developing them to achieve profitability

Significant Highlights:

- Successfully achieved the annual sales target of INR 90 Lakhs in 2017
- Procured several off site projects such as:
- CFD Simulation (Velocity & Pressure Drop of Water Jacket)- CFX for KOEL (Engines) Dept.
- CAE (Torque Analysis) of 2 wheeler actuator for Minda (Ansys)
- NVH- Noise simulation for Rail Bogie w.r.t fan noise and other elements (Sysnoise) for CIL
- MESHING (B-Pillar) for Grupo Antolin (Hyper Mesh)
- Brick-element Hexahedral mesh for Plastic automotive part for BROSE (ANSA)
- 3D CAD modeling for Canadian customer (Chassis Manufacturer), SolidWorks (Canadian Chassis supplier)
- Developed several key accounts such as **Kirloskar Oil Engines, Cummins Turbo, Maxion (Kalyani) Wheels, Gecia, Tata Motors, Lombardini, Emerson, Autoliv, Altran, Cooper, Minda** and several others

Oct'14-Dec'15 with Stamod Engineering Solutions Pvt. Ltd., Pune as Manager- Business Development

Significant Highlights:

- Developed key accounts across the Automotive Supply Chain such as Tier-2 customers for Tooling Services, Tier-1 customers for NPD & OEM for FE Analysis
- Directed the end-to-end sales functions such as preparation of technical case-studies, SOU/ SOW's, Delivery Schedules, Pilot jobs, Quotations, Best Engineering & Client Communication/ Co-ordination practices docs, negotiations, proposal approvals and numerous others
- Enhanced the business development through proper analysis of customer's business, provided strategic consultancy regarding value engineering & offered cost effective solutions



Previous Experience

Feb'14-Oct'14 with Sarla Technologies, as an Assistant Manager- Business Development

- Led the complete sales & marketing, pre-sales, project management and after-sales services of engineering solutions in Mechanical, Electrical, Electronics, Instrumentation, ERP, Manufacturing and IT Support services for various industry across national & international market

Oct'13-Feb'14 with Technosoft Engineering Projects Ltd., (USA) as Manager- Business Development

- Streamlined the complete business development of engineering projects and services such as CAD – CAM, CAE – CFD, PDM – PLM & turnkey solutions for engineering projects

Jul'12-Oct'13 with Harita Techserve Ltd., as Manager- Business Development (Domestic)

- Promoted the entire sales of DASSAULT which includes end-to-end factory simulation & mechanical automation
- **DELMIA certification**

Jun'10-Jun'12 with Hema Engineering Industries Ltd., as Asst. Manager- Business Development

Product Design & Engineering Projects (International)

- FE Analysis of Marine Seat by X-axis impact test and modification suggestion with report in existing design as per the results for Industrial & Marine Seating Company
- Concept design and detailed design and development for a Seat Belt Buckle Manufacturer
- FE Modeling of Exhaust manifold (Exterior & Interior Surfaces) for a Cast Exhaust Manifold Manufacturer
- FMVSS 207 & 210 Static/208 & 213 Dynamic (testing) simulations run for forward and rear facing with report generation for a Crash Test Facility Provider

Domestic Projects (Process/Tooling Engineering- BIW Fixture Design & Manufacturing)

- Design, Fabrication and Supply of Door Hinge Fitment (pneumatic) & Hood centering jigs for GM
- Design, manufacture & supply low volume BIW fixtures for Rear panel assembly and Front screen assembly for STADCO
- Design & Detailing of Spot Welding Fixture (Pelican)/ Inspection Fixtures (Xenon) for Tata Motors Ltd.
- Design & manufacture of the individual part welding fixture & sub-assembly welding fixture for the seat frame for Thai Summit Neel Auto Pvt. Ltd.
- Design & manufacture 8 tackles to lift the cabin for different stages in the production cycles for Volvo Eicher Commercial Vehicles
- Design and detailing of M-Star BWF – for Mahindra (Dies & Tools Division-Nasik Plant)

May'07-May'10 with Kalyani Infotech Solutions Ltd., Pune as Sr. Executive- Marketing

- Sales of corporate training services (tailor-made/ customized)

Apr'05-Apr'07 with Autoline Industries Ltd., as an Executive- Sales

- PTC re-seller

IT Skills

- Hoovers, Salesforce, OneSource & LinkedIn
- MS Windows & Office
- Internet Applications

Trainings Attended

- SAP Sales & Distribution (SD) Modular Training Course

Academic Details

- B.E. in Mechanical Engineering from AISSMS, Pune in 2005
- Short Diploma in CAD/CAM from IGTR, Pune in 2004

Refer annexure for project details

Annexure

Individually discussed and procured projects such as:-

- Data Migration, GD&T for different configurations of pump sub-assemblies; FE Analysis of Gearbox for Pump OEM Manufacturer
- Exterior Reflector Lens Injection Mold Design for Automotive Tier 2 Client- Warren, MI
- 3D Design & 2D detailing of Sheet Metal Tool Design for Bihler machines and progressive dies for console hinges for Automotive Tier-2 Sheet Metal Tooling Supplier- Milwaukee, WI
- Concept Design of Plastic Injection/Blow, SMC (Compression) production & prototype molds for Auto Tier 2 Plastic Tooling Supplier, Rochester Hills, MI
- Holes Data Transfer from 2d to 3d of Cooling Holes, Ejector Pin Holes, Lifting Holes Auto OEM Environment for Auto Tier 2 Aluminium HPDC Die-casting supplier- Ontario, Canada
- 3D CAD Modeling and 2D Detailing work of fixtures for Automotive Tier-2 Fixtures supplier- Tholey, Germany
- Structural analysis of load trolley and hanger assembly for Automotive Material Handling Supplier- Mumbai, India
- Moldflow (Detailed Fill + Pack and Overmolding Fill + Overmoldin pack Analysis) simulation of 2K Molding – door handle – for Automotive Tier 2 Plastics supplier (St. Charles, IL)
- Burst Test, Dynamic Durability, Fatigue Test for Auto Tier 2 CV Air-Spring Supplier (Hamburg, Germany)
- Failure Analysis of Oil Sump - Auto Tier-1 Composite Supplier (Pune, MH)



Personal Details

Date of Birth: 3rd January 1980

Languages Known: English, Hindi, Marathi & French

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