

RAHUL PANDULE

Business Development Executive

Contact

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Languages

English- Intermediate.
Hindi – Intermediate.
Marathi- Advanced.

Hobbies

- Collect old & new currency,
- Photography
- Design
- Travelling new historical place
- Dancing,
- Reading Inspirational books,

Objective:

“A Graduate engineer having more than 5+ years of experience in Business Development Executive, Sales, and project co-ordination of electronics instrument like temperature indicator, thermal analysis system, carbon silicon analyzer and manufacturing of auxiliary displays for spectrometer in thermotech industry, process automation in thermotech industries , looking for a career opportunity to enhance my skills and abilities and to be a milestone in the growing path of technology while working with your company that would best exploit my capabilities

Summary

- Driven Business Development Executive with career history in multi-state distributed businesses and proven skill in hiring, developing and retaining high-performance teams. Motivating leader with strengths in building strategic relationships to support key business initiatives.
- Expert **Business Development Executive** with top-notch abilities in B2B sales. Delivers above-quota results built on tenacious partnership -building and revenue-generation skills. Talented Business Development Executive brings high-level business, marketing and sales acumen. Drives competitive growth through proactive relationship building and pursuit of business opportunities. Subway to industry trends, practices and customer demands
- **Sales Engineer** achieve the sales target and generate the new enquiry and developed the new skill of marketing and sales. B2B, B2C sales And direct sales generate new lead and payment follow up. Negotiable skill and provide the service time to time. Also handling project coordinator different type of Safety and Environment Project.
- Actively involved in **tender preparation** and review **contractors bidding** for the projects.
- Tender submission for different government sector oil and Gas company, Bid 2 company, Offshore platform company etc.

Skill Highlights

- Financial operations
- New Business Development
- Relationship building.
- Prospect targeting
- Revenue and profit maximization
- Vendor management
- Good knowledge of transducers & sensors
- Able to handle Windows operating system, MS Office, Internet.
- Goals and performance
- Marketing strategy
- Order management
- Critical and creative thinking
- Good knowledge in PLC Programming.

Experience

Business Development Executive | V-Smart Thermotech Pvt Ltd, Pune - June 2016 - November 2019

(The company is an ISO 9001:2008 certified company, it is a smart solution for measurement and control of metal & metal processing industry and Process Automation. And a distributor of instrument in thermal industry. In all over India and export also.)

- Identified and pursued valuable business opportunities to generate new company revenue and improve bottom line profit.
- Developed short-term and long-term sales objectives and strategic plans to meet market needs.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Created vision and provided leadership for targeting larger prospects.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Evaluated current service needs and product satisfaction levels with established customers to improve offerings.
- Completed and submitted monthly and yearly reports to support executive decision making.
- Streamlined operations by delivering recommendations for knowledge-based processes and procedures.
- Planned marketing initiatives and leveraged referral networks to promote business development.

Business Development Executive| Techniche Engineering Pvt Ltd Pune - November 2019 – Current.

(The company is an ISO 9001:2015 certified company, it is in Health Safety and Environment Consultancy. Its Work in Safety studies, Process studies and Audit. In Environment EC Studies, Water treatment and Audits)

- Collaborated with sales and marketing departments to support business objectives and client acquisition.
- Created vision and provided leadership for targeting larger prospects.
- Created strategic and tactical sales initiatives for forward planning to meet key objectives.
- Investigated and addressed business development challenges to proactively mitigate problems.
- Planned marketing initiatives and leveraged referral networks to promote business development.
- Streamlined operations by delivering recommendations for knowledge-base processes and procedures.
- Evaluated current service needs and product satisfaction levels with established customers to improve offerings.
- Completed and submitted monthly and yearly reports to support executive decision making.

Education

- M.B.A (Marketing) From Rajgad institute of management research & development, Pune, Savitribai Phule Pune University, Appeared.
- Bachelor of Engineering (Instrumentation Engineering) from Government College of engineering, North Maharashtra University Jalgaon in 2015 with First Class.

Accomplishment -BDE

- Recipient of 2018 New Business Excellence Award for most new accounts.
- Implemented CRM and capture strategy in Last financial Year.
- Achieved financial target by completing Last financial Year with efficiency.
- Supervised team of 3-staff members.
- Resolved product issue through consumer testing.

Certification

- 'PLC Automation Training' of 45 days in Electro soft System, Jalgaon.
- 'Virtual Instrumentation & LabVIEW' training of 5 days by VI Automation.
- 'IN-Plant Training I&C-II Section, Sugar Factory , Raver, Dist.Jalgaon.
- 'C-Programming' of 45 days in Softaid Computer , Jalgaon

Personal Details

Name: Pandule Rahul Appa

Gender: Male

DOB: 1st Feb 1993

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Signature

Rahul Appa Pandule

