

# Yogesh Patil

## Process Engineer

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Date of Birth: Nov 13<sup>th</sup>, 1996

### Summary

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Process Engineer with 1.3 years of experience in different aspects of Process engineering including Drawing development, hydraulics, Pumps. Well versed with knowledge of P&IDs, PFDs, Isometrics, equipment list, line list preparation, Process design philosophy.

### Experience

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**May 2022 – Sales And Application Engineer, Konark Global Pvt. Ltd.**

**Nov 2022**

#### Key responsibilities:

- Managed and monitored current sales to meet and exceed revenue goals.
- Handle Thermax limited products Specially heating and waste solution.
- Identified and maximized sales opportunities and increased customer retention rates.
- Determine and Execute Sales Strategies and plan according to company references
- Identify new Business development
- Use Salesforce and CRM for the quotation and entry of the customer details.
- Raise the Technical Clarification from company to client & also maintain the log for enquiries.
- Maintaining order booking forecast (OBF) sheet and monitoring hot and Warm Enquiries
- Reading and understanding the Equipment GA drawings, Process Flow Diagram(PFD), process block diagram, P&ID sheets
- Analyzed market segment and find out the new green field and ground field projects.
- Attend Meeting with Clients , Vendors, OEM , Local Suppliers to develop the Sales.

**Mar 2021 – Process Engineer, Biopetroclean India Pvt. Ltd.**

**May 2022**

**Key responsibilities:**

- Preparation And Review of Process Flow Diagrams (PFDs)
- Preparation and Updating of P&IDs.
- Maintain Master copies, Check prints and Final copies of Deliverables
- Reviewing Isometrics Drawing for Pump & Line sizing calculation
- Review of Equipment datasheet.
- Preparation of Comment Resolution Sheet, Change List and Valve List
- Preparation of Equipment list, line list
- Handle the Installation and Commissioning of the Waste Water Treatment project
- Attend And Interact with the Client And Vendor for the queries
- Solve the problem and resolve on time
- Materials Selection And preparing Purchase Order for Specific Projects
- Providing key features about the Technology, Utilities description, Effluent Management
- Interact with Sampling systems
- Interact with BI Analysis for the Development Process.

## Education

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2015 – 2020 **B.E. Chemical,**

K. K. Wagh Institute of Engineering Education and Research, Nashik.

Pune University, Pune.

## Skills

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- Good Communication And Interpersonal Skills
- Excellent Managing And Handling Skills
- Good In Analytical
- Focused And Punctual

## Internship

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- S.I Chemicals Industries Pvt.Ltd
- Kalpdip Agrochem(OPC) Pvt.Ltd

## Technical courses

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Certificate course in **Process Design engineering** from Altitude Training Institute, Vashi. Navi Mumbai

## Languages

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English, Hindi, Gujarati, Marathi