

# **VAIBHAV SURYKANT PAWAR**

**(Mechanical Engineer)**

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## **CAREER OBJECTIVE:-**

Looking forward to a successful and challenging career with a progressive organization where I can utilize my technical knowledge and proficient skills for the growth of the company and there by my growth.

## **Profile:-**

About 4 years of experience in mechanical industry, currently working (since last 4 Months) as a Asst.manager marketing in Hodek Vibration technologies Pvt Ltd Pune.

## **Educational profile:-**

COURSE	SCHOOL/COLLEGE	BOARD/UNIVERSITY	YEAR OF PASSING	PERCENTAGE /GRADE
B.E (Mechanical)	KJ's Trinity Academy of Engg. Pune	Pune University	2016	67.20% (Distinction)
DME (Mechanical)	Bharati Vidyapeeth's JNIT Pune.	MSBTE (Pune University)	2013	71.94% (First Class)
S.S.C.	Bharati Vidyapeeth's K.B.P.V. Pune	Pune university	2010	86.91%

## **Professional Experience:-**

### ➤ **Hodek Vibration Technologies,Pune Maharashtra,**

**13<sup>th</sup>Feb 2023 to till date**

Description: "Hodek" was established in Pune, India in 1976 to supply precision machined components of dampers for IC Engines. The entrepreneur in him envisioned the evolution of modern-day Internal combustion engines and the growth of the automotive industry. He collaborated with Holset UK in 1980 to develop Torsional vibration dampers.

- Customers: All over world (basically automotive, Agriculture, construction, power generation, marine, railway and other type of industries.)
- Positions: Asst.manager marketing

**Key Responsibilities:**

- To handle accounts of Existing domestic Customers as well as Export Customers.
- Responsible for RFQ follow up ,NPD, SOP, RM tracking, production tracking, Shipment tracking, payment follow up.
- To get schedules from Customers and drive sales to meet Budgeted targets.
- To monitor SOB's - work out plans to align schedules with available manufacturing capacity based on contribution margins of respective projects.
- Taking care of day-to-day sales activities- address customer urgencies, ECN/RM change, payment recovery, OTIF monitoring
- Responsible for Business Development activity in Rubber damper and Viscous torsional damper.
- To add New Business from existing customer as well as New business from New customers to achieve Company's growth plan.
- Pitching new clients by mailers and cold calling; delivering client to mapping new customer contact details from Linked site, specific sales presentations.
- Co-coordinating with CFT's to provide best possible customer support.
- To prepare IATF data which is require for IATF audit.
- To give monthly MRM presentation to management.

➤ **Kalyani forge limited Pune,Maharashtra,**

**13<sup>th</sup> Jan'2019 to 27<sup>th</sup> Jan'2023**

- Description: "Kalyani forge" is a well-known brand in the field of forging industries since 1979, in india Kalyani Forge Limited is an engineering company. First in India to develop Fracture-split Connecting Rod 2005. Its products include engine parts, chassis system, turbochargers, transmission solutions, driveline, steering and suspension and industrial application.
- Customers: All over world (basically automotive, Agriculture, construction, power generation, marine, railway)
- Positions: Marketing Officer

**Key Responsibilities:**

- To handle accounts of Existing domestic Customers as well as Export Customers.
- Responsible for RFQ follow up ,NPD, SOP, RM tracking, production tracking, Shipment tracking, payment follow up.
- To get schedules from Customers and drive sales to meet Budgeted targets.
- To monitor SOB's - work out plans to align schedules with available manufacturing capacity based on contribution margins of respective projects.
- Taking care of day-to-day sales activities- address customer urgencies, settlement of prices due to ECN/RM change, payment recovery, OTIF monitoring
- Responsible for Business Development activity at Hot forging Cold forging and Warm forging division as well as end-to-end sales and commercial activities of Pune plant.
- To add New Business from existing customer as well as New business from New customers to achieve Company's growth plan.
- Pitching new clients by mailers and cold calling; delivering client to mapping new customer contact details from Linked site, specific sales presentations.
- To prepare IATF data which is require for IATF audit.

**ACADMIC PROJECT:-****B.E. Project:- Self Balancing Two Wheel Vehicle**

Description: -It used as transportation for a single person and we modified existing design with mopping arrangement which can used in malls, factories, automobile industries.

**HOBBIES:-**

Cricket ,Swimming, Travelling.

**PERSONAL DETAILS:-**

- **Date of Birth:** Octomber 21, 1994.
- **Address:** A/P- Wathar Bk, Tal-Khandala, Dist-Satara.(415526)
- **Languages Known:** English, Hindi and Marathi
- **State:-** Maharashtra
- **Nationality:-**Indian.

I hereby declare that the information provided above is true and correct to the extent of my knowledge.

**DATE:-**

**VAIBHAV SURYKANT PAWAR**