

DEEPAK T. WANKHEDE

Born On 6th Nov.1977.

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PERMANENT ADDRESS:

PLOT NO-12,SUNDERVAN

LAYOUT,NARENDRANAGAR

NAGPUR (440015), MAHARASHTRA

STATE , INDIA .

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**CURRICULUM VITAE**

**JOB TITLE** - (Regional Manager Sales& Marketing).

**PREFERED JOB LOCATION**:

**CARRER OBJECTIVE**

To get involved in an organization which is progressive and challenging environment and deals with cutting edge technologies of today’s worldwhere I could enhance my skills and personality while proving my ability to work.

**HIGHLIGHTS**

* Detail oriented multitasker with strong organizational abilities.
* Work effectively,independently or as apart of a team.
* Hard working,Attentive to details,maintain meticulous records of all projects.

**EDUCATIONAL QUALIFICATION**

 

 **1 of 7**

* **MASTERS OF BUSINESS ADMINISTRATION WITH SPECIALIZIATION IN MARKETING MANAGEMENT FROM SHRIDHAR UNIVERSITY,PILANI,RAJASTHAN WITH 66 % MARKS.**



* **BACHELORS OF ENGINEERING IN ELECTRICAL DISCIPLINE FROM UNIVERSITY OF MUMBAI WITH 45 % MARKS.**



* **POST GRADUATE DIPLOMA IN INDUSTRIAL AUTOMATION SYSTEM DESIGN FROM DOEACC(NIELIT) CENTRE CALICUT WITH 63% MARKS.**

 

* **CERTIFICATE COURSE IN COMPUTER HARDWARE AND NETWORKING FROM DIRECTORATE OF TECHNICAL EDUCATION MAHARASHTRA STATE WITH 85% MARKS.**

**CAREER GRAPH-**

**(1)**

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 **2 of 7**

Designation - REGIONAL MANAGER (Sales) ,Maharashtra,India.

Company -SOUTHLAND RETAILS PVT.LTD.

Duration -January 2020 To 10 Present.

Location - Mumbai.

**Products** -Promotion of different products,Wellness products etc.

**(2)**

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Designation - REGIONAL MANAGER (Sales) ,Maharashtra,India.

Company -KEZUN LIGHTING

Duration -June 2019 To 10 December 2019.

Location - Mumbai.

**Products** - Specialized Lighting(Studio

Lighting,AuditoriumLighting,FacadeLighting,StadiumLighting,etc).

**(3)**



Designation -REGIONAL MANAGER(Marketing),Western Region.

Company -CANARA LIGHTING INDUSTRIES PVT. LTD.

Duration -October 2018 To June 2019(.

Location -Mumbai.

**Products** -Specialized Lighting(Studio

Lighting,AuditoriumLighting,FacadeLighting,StadiumLighting,etc).

**(4)**



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Designation -REGIONAL MANAGER (Sales& Marketing),Western Region,Maharashtra,India.

Company -DENSOL TECHNOLOGIES PVT.LTD.

Duration - November 2016 To September 2018.

Location - Mumbai(Stationed).

**Products** -Lab Equipments and Lab Furniture.

**(5)**



Designation - MANAGER (Sales) ,Maharashtra,India.

Company -INDCOIL TRANSFORMERS PVT.LTD.

Duration -June 2015 To 10 November 2016.

Location - Mumbai(Thane).

**Products** -LT and HT Transformers.

**(6)**



Designation -ASSISTANTMANAGER,(VidarbhaRegion),Maharashtra,India.

Company -HAVELLS INDIA LTD.

Duration -July 2013 ToMay 2015.

Location - Nagpur.

**Products** -Industrial. Products.

**(7)**



Designation            - MANAGER MARKETING (VidharbhRegion) ,Maharashtra,India.

Company                - SERVOMAX INDIA LTD.

Duration                 -November 2010  to June 2013.

Location -Nagpur.

**Products**               -Dtribution Transformers,Servo Stabilizers,Controlled Voltage Stabilizers,

 Automatic Voltage Regulators,Ultra Isolation Transformers,Static Voltage

 Stabilizers,Power Savers,APFC Panels,Power Savers.

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**(8)**



Designation            - MARKETING ENGINEER(ALL INDIA)

Company                - VICTRANS ENGINEERS

Duration   - May 2005 TO November 2010.

**Products**                -Current Transformers,Potential Transformers up to Including 220 KV

 Class,400 KV Prototype Under Test.

**JOB RESPONSIBILITIES**

* Develop new business partners to increase sale in the market.
* Close interaction with Industries concerned person, Consultants, Contractors, Panel builders, Builders,Architects,channelPartners,Dealers& Distributors to Promote the product as well as with end users which results in marketPenetration and reach and business Development.
* Mapped new markets including Jalgaon, Bhusawal, Akola , Amravati,Mumbai,Delhi,Faridabad Goa for the purpose of business growth.ChannelMarketing,IndustrialMarketing,RetailMarketing,B 2 B Marketing ,Sales, Marketing & Business Development.Creating the demand of the Products in the Market.Gathering Market Intelligence & Reporting.
* Have experience of international marketing of four years of supplying CT and PT and Distribution and power Transformers by cold calling and visiting the customers and clients like M/s.Dubai Electricity and Water Authority, M/s.QatarElectricity,M/s.Saudi Electricity Co.,M/s.UAE Electricity etc.
* Get a Clear and updated understanding of the offers environment
Evaluate periodically the market and competition landscape (Range, Special Features, Footprint, plant capacity, pricing strategy..etc),

* Identify the trend impacting the market and co-development of new product
Meet the key customers Standardization Team to identify their changing need and promote Products.
* Build Strategy Plan for new product development ( from concept to completion with approval Gate process).
* Get a Clear and updated understanding of the offers performance
Monitor monthly business of Product Line in LOB (turnover, volume, profitability and market share..) and coordinate with Sales of LoB to jointly evaluate action plan to improve the plant performance.
Meet the key customers regularly to assess their perception vs competition
* Define and Manage the Marketing Mix of the offer
Product: Define Road Map evaluation according to gap on: Features, Quality, Compliance with Standards and profitability
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* Price: Define and release periodically (Quarterly/Annually) the pricing guideline (for standard price list and transactional business)
Place: Work closely and extend support to Sales of LoB and FO offices to enhance OI performance
Promotion: Co-work with Communication team to up-date Sales and FO with new development in Product Line, Work with FO to organize technical seminars for key customers and consultants.
* Support the Operational Marketing in the growth action deployment
Define, realize and update all material for Sales and Promotion (documentations, training contents etc.)
Gives all support for key tenders (bulk procurement, Period Supply Agreement) in the process of prescription and meeting need of road shows to launch new product or enhance Product Line Performance.
* Manage and update all the Data Monitor monthly business of Product Line in LOB (turnover, volume, profitability and market share..) and coordinate with Sales of LoB to jointly evaluate action plan to improve the plant performance.
Meet the key customers regularly to identify asses their perception vscompetition .
* Support Product Manager in updating the documentation, brochures, product animation/presentation and Product Training.
* Work closely with Product Managers and R&D Managers; and periodically develop / update the Sales documentation of
* Transformers, brochures and animation of function / installation.
* Develop and implement the Product Training calendar together with Sales of LoB, FO, Product Manager and R&D.
* Coordinate with external agencies to build high quality promotional documents
* Coordinate the Corporate initiatives pertaining to Marketing & Communication.
* Coordinate between LoB and Corporate Marketing and Communication on the initiatives of Corporate (i.e. Digital experience of
* Customer with products).
* Monitor implementation of Corporate Guidelines pertaining to Marketing & Communication
* For Global Exhibition and Conferences, coordinate between LoB and Corporate Marketing Communication

**TECHNICAL SKILLS**

* **PLC Programing And Networking (siemens,ABB,ALLEN BRADLEY).**
* **Programming in Labview(National Instruments).**
* **SCADA ,Ifix,Labview,DSCNI.**
* **Programming language C.**

* **Knowledge Of Industrial Robotic (Q Basic Programming).**
* **Knowledge Of Industrial Drives.**
* **Having 6 months experience in COMPUTER HARDWARE trouble shooting and maintenance.**
* **Having knowledge of computer programming using C,C++,OOP’S.**

**PROJECT TITLE(For BE. Electrical)-**Assimilation and compilation of testing and maintenance procedures and code of practice during installation of electrical equipments in a medium sized process plant.

* Satisfactorly completed their requirement of teamwork for project as prescribed by the University of Mumbai .

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**DESCRIPTION**-The major equipment involved in a medium sized process plant are

Transformer,HTswitchgears,LTswitchgears,HTcables,LTcables,Induction motors etc.Each of the electrical equipments have to work in synchronism for the successful operation of the plant.Failure of any equipmentcan lead to complete shutdown of the entire system. To ensure the successful operation of the plant,it is essential that the equipment employed are checked for their performance at every stage starting from purchasing till the actual operation.The test to be carried out are based on different stage such as manufacturing ,installation commissioning etc.The project deals with this aspect of testing procedures to be followed as well as the code of practice during installation. It covers the various IS specifications used during the testing as well as the code of practice during the installation.

            Each of these electrical equipment has some voltage drop across its terminal.These voltage drop should be within certain specified limits for the satisfactory performance of the equipments.The project deals with sample voltage drop calculations to ascertain whether this voltage drop across each equipmentand as a whole across the system is within the specified limits.

**PROJECT(for post graduate diploma)**-"Process Plant Automation By **PLC** And Observation By **SCADA**"

Deals with the study of pilot plant, which is modeled after a real time plant, and implement the process to control any one of the plant parameters such as level, flow ,temperature and pressure by accepting inputs from field, processing and giving output back to the field again.The objective is "To Control The Temperature Of The Open Tank".Allen Bradley SLC-500 series and SCADA software  of GE-FunucIntellutioniFix 5.0 is used for controlling and monitoring the process.

                                                   **PERSONAL**

DEEPAK TEJRAM WANKHEDE

GENDER : MALE

NATIONALITY : INDIAN

FLUENT IN LANGUAGES : ENGLISH,HINDI,MARATHI.

SKYPE ID : deepak.wankhede61

UNMARRIED

GOOD HEALTH

PERSONAL INTRESTS : LEARNING NEW THINGS,SPORTS.

**DECLARATION**-The above mentioned information is true and correct to the best of my knowledge and belief.

DATE :   18 / 04 / 2020

PLACE : MUMBAI                                                          DEEPAK T. WANKHEDE

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