

# Sanket Tawade

TECHNICALSALESANDMARKETINGENGINEER

## Profile

To gain employment with a Company that offers me a consistently positive atmosphere to learn new technologies and implement them for the betterment of the Firm.

## Employment History

### Senior Engineer-Sales&Marketing, Elcom International Pvt Ltd , Mumbai

DECEMBER 2019 — TILL DATE

- Leading the Sales & Marketing of Mumbai Region which includes Direct Sales (Industrial Sales), Channel Sales, Key Account Management.
- Managed all aspects of Sales, revenues attainment and management of channel partnerships, evaluated, identified and secured new OEM accounts.
- Managed direct sales (including 3 key accounts) & channel Sales (7 Dealers)
- Managing sales operations of Mumbai region and streamlining sales operation support functions including market research technical marketing, Sales Engineering & Channel Sales Management.
- Improving Business relation with the customers in Mumbai Region & achieving quarterly Sales target.
- Executing marketing activities like trade shows, seminars, marketing collateral.
- Performing sales process initiating from inquiry generation to supply & payment collection.

### Technical Sales Engineer, TechnoValue Solutions Pvt Ltd, Mumbai

SEPTEMBER 2018 — DECEMBER 2019

- Leading Sales & Marketing of Mumbai and Gujrat Region which included Direct Sales.
- Visiting customer for Technical queries and providing Demos
- Improving Business relation with the customers in Mumbai Region and achieving Annual Sales Target.
- Executing marketing activities like trade shows, seminars, marketing collateral.
- Sending Offer proposal negotiation regarding the price.
- Performing sales process initiating from inquiry generation to supply & payment collection
- Providing after Sales support to the Customer
- Assigning Marketing Plan to Marketing Team

## Details

D-1/8, B.E.S.T Staff Quaters Ghatkopar (E), Mumbai , Mumbai, 400075, India  
+91 9137959616  
[tsanket79@gmail.com](mailto:tsanket79@gmail.com)

NATIONALITY

Indian

DATE OF BIRTH

24-DEC-1995

## Skills

Marketing and Sales

B2B Sales

Communication and Negotiation

Customer Relationship Management

Direct Sales

Channel Management

Technical Sales

Key Account Management

Distributor Management

Microsoft Excel

## Hobbies

Playing Football, Playing Cricket

## Languages

English

Hindi

## Education

**Post Graduation Diploma in Marketing Management, Welingkar  
Institute of Management, Matunga, Mumbai 400019**

AUGUST 2019 — JUNE 2021

Class: First Class (66%)

**Bachelor of Engineering (Electronics), Pillai College of Engineering  
(Mumbai University), New Panvel**

AUGUST 2014 — SEPTEMBER 2017

Aggregate : 6.01

**Diploma in Electronics and Telecommunication, Vidyalkar  
Polytechnic, Wadala (MSBTE), Mumbai**

JULY 2011 — JULY 2014

Percentage : 70.57

**Secondary School Certificate (SSC) , St. Dominic Savio Vidyalaya,  
Ghatkopar, Mumbai**

MARCH 2011

Percentage : 75

## Extra-curricular activities

**Football at ,**

2006 — 2008

Represented School team.

**Football at ,**

2016 — 2017

Won inter-college tournament (EFL) at PCE

## Rewards and Awards

**Rising Employee of the year, at TechnoValue Solutions Pvt Ltd**

2018 — 2019

**Star Performer of the year, at Elcom International Pvt Ltd**

2020-2021