



PRATIK BHOSALE

CONTACT

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SOFTWARE

Salesforce
Microsoft Excel
Microsoft Word
Microsoft PowerPoint
Microsoft Access
Microsoft Power BI
Infor M3
PTC CREO
C/C++
Python

SKILLS

Sales
Project Management
Data Analysis
Engineering
Technology

AWARDS

UTDesign First Place

Atlas Copco Social Media
First Place

Featured on Dallas
Morning News, WFAA,
Fox News

Academic Excellence
Scholarship

EXPERIENCE

MARKET ANALYST & PROJECT MANAGER, NORTH AND SOUTH AMERICA
Epiroc | July 2018 – November 2019

- Directly managed Market Analysis Intern and led pricing project in collaboration with engineering and marketing teams
- Analyzed data from company's ERP system to generate over \$100k in proposed cost savings
- Adjusted regional factors for over \$600M of parts in company's pricing system in order to harmonize regional price levels
- Maintained communication with 10+ countries and audited local pricing in order to drive sales and customer satisfaction

MARKETING INTERN
Atlas Copco | March 2017 – July 2018

- Categorized spare parts portfolio and switched aftermarket division to value-based pricing logic
- Automated machine inventory reports using Microsoft Access and Python to save several weeks' worth of team resources
- Designed and programmed anti-theft sensor for use on drilling machines

SALES MANAGER
Molabs Media | January 2015 – October 2016

- Directly managed 7 sales representatives, producing over \$20k in monthly revenue
- Set team strategy and performance metrics; reported results to general manager
- Expanded sale of digital and software services from Dallas into Austin and Houston

SALES ASSOCIATE
Retail Business Development | September 2013 – March 2014

- Consistently performed as one of the top salespeople of VOIP service, outperforming targets by over 50%
- Digitized customer management systems for team, improving customer communication and interaction

EDUCATION

BACHELOR OF SCIENCE, MECHANICAL ENGINEERING
The University of Texas at Dallas | May 2018