

Shubham Bhokare

Relationship Manager | SunEdison Infra Limited

Phone: 8830959735

LinkedIn: www.linkedin.com/in/shubhbhokare

Email: srb.bhokare@gmail.com

A growth driven self-motivated professional with strong work ethic and commitment to integrity with 3 years of insightful experience in HVAC Sales, Marketing coupled with communication skills to contribute to the growth of the organization.

Executive Summary of Resume:

- A HVAC Professional with 3+ Years of experience.
- Have Persuade Diploma and Degree in Mechanical Engineering from Sant Gadge baba university Amravati.
- Certified in HVAC Design & Drafting course from Dhanush Engineering Services,Hyderabad
- Currently working as a Relationship Manager in SunEdison Infra Limited.

Educational:

- Diploma and BE in Mechanical Engineering from Santa Gadge Baba University, Amravati, Maharashtra.
- Certified in HVAC Design & Drafting course from Dhanush Engineering Services, Hyderabad
- Certified In AUTOCAD

Experience

2021-11 – Present

Relationship Manager

SunEdison Infra Limited (Solar Rooftop System)

- Responsible for expansion of channel network, new dealer onboarding and orientation for product knowledge.
- Maintaining positive business relationships with clients, consultants & channel partners for future sales
- Site Survey, understanding the feasibility, scope of work for smooth execution of project.
- Daily reporting of activities leads received/generated and sales efforts in CRM/report templates.
- Responsible for Meeting new target customers closing deals, opening new accounts, ensuring repeat business from existing customers and making a positive impact of the company.
- Canvass for customers, track appointments, sales, customer support
- Attending trade fairs like Solar, Property, Furniture & Textile Expos/ Conducting Road Shows
- Identifying leads thorough networks
- Regular follow ups
- Responsible for Channel sales and Direct sales.
- Handled responsibilities for visiting customer site to gather requirement and prepare proposals as per their requirement.

2020-09 – 2021-05 **Senior Technical Sales & Application Engineer** *(Commercial & Marine Division)*
Air Control India Pvt. Ltd *(Chiller, AHU, FCU & Marine Equipment)*

- Responsible for Sales of Chiller, AHU, FCU Marine Equipments & Ventilation Systems in PAN India region.
- Pre-sales activities like site review, proposal sending and guide customer for right product.
- Generating leads for new business through cold calling.
- Active participation In HVAC tender, Preparing Proper costing sheet for every project.
- Maintaining relationship with MEP consultant, Architecture, Distributors and client by providing quotations, Technical support, and product information and selection guidance.
- Organizing plan events like customer meet, service workshop to attract more customers.
- Heat load calculation by using E-20 sheets & Carrier HAP as per ISHARE & ASHARE Standards.
- Selection of HVAC Systems as per Plan Drawings, Preparation of BOQ, Estimation, budgeting, invoicing.
- Ensures Sales Funnel is sufficient to achieve sales Goals & forecast based on the adequacy of the same.
- Preparation and submission of BOQ as per site & customer requirement.
- Strong Negotiation with Client at the finalization of order.
- Maintaining Good Sales Funnel which helps to achieve more than set target.
- Follow up with Customer for PO.
- Ensuring on time payment collection as per TOP agreed at the time of taking order.
- Reduction in outstanding payments by timely submitting the invoice and collecting the payment.
- Collection of Customer satisfaction or appreciation after completion of work

2018-10 - 2020-08 **Sales Engineer** *(Residential, Commercial Industrial)*
Swastik Air Systems

- Responsible for the sales of VRF, Package, Ductable and PAC
- Make Planned visits and product presentation to MEP , HVAC consultants
- Heat load calculation VRF & HVAC Systems Selection.
- auditing the payment history of dealers and client and revise the credit limit basis the payment outstanding.
- Attend commercial negotiations with customer in line with company's policies , offer terms & condition
- Sending RFQ vendors for proper costing of project, Preparation of BOQ, Invoicing, Estimation.
- Preparation & submission of Techno- commercial of Proposals as per client requirement.
- Checking of shop drawings in Co-ordination of all MEP & other services.
- Prepare Weekly and daily work force deployment schedule.
- Planning and Execution of new projects. Prepare & submit shop drawings submittal for consultant review and approval
- Coordination with other discipline and ensure site clearance is available to start site activities.
- Estimating Quantity of material, prepare material schedule & order for the same.
- Issuing Work order to vendors on time.
- Collection of Customer satisfaction or appreciation after completion of work

Achievements

- Collected Rs. 50 Lakh single order 3 times.

Skills

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| Sales | <div><div></div><div></div><div></div><div></div><div></div></div> |
| Negotiation | <div><div></div><div></div><div></div><div></div><div></div></div> |
| Heat Load | <div><div></div><div></div><div></div><div></div><div></div></div> |
| Communication & Presentation | <div><div></div><div></div><div></div><div></div><div></div></div> |
| MS Outlook | <div><div></div><div></div><div></div><div></div><div></div></div> |
| AutoCAD | <div><div></div><div></div><div></div><div></div><div></div></div> |
| MS Office | <div><div></div><div></div><div></div><div></div><div></div></div> |

Certificates

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| 2019-01 | HVAC Design And Drafting |
| 2019-01 | AutoCAD |

Extra-Curricular Activities

- Follow Up Zonal Youth Convention” Organized by Ramakrishna Math, Nagpur
- Participated in “ROBOWAR – Techelons_2014” Organized by P.R Pote college of engg, Amravati
- Participated in “Photography Competition & Exhibition” October 2016-17 and showcased the details of People in Melghat and touch the roots of our Indian

Hobbies

- Trekking, Photography, Cooking