

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 – TILLDATE

- 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

NATIONALITY

Indian

DATEOFBIRTH

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