

Pravin Nalage

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Sales & Marketing Professional

Profile Summary

Core Competencies

B2B/OEM Sales & Business Development

Profit Centre Operations

Budgeting & Cost Control

Team Management & Leadership

High Stake Negotiations

Market Intelligence/Analytics

Key Account Management

Sourcing & Procurement Support

Warehouse/Inventory Management

Customer Relationship Management

- A results-driven professional offering over 11 years of rich experience in **B2B Sales, Customer Service, Strategy Planning & Implementation**
- Skills in leading profit centre operations to drive revenue growth by profitable, long-term customer approach with **OEMs-Automobile majors**
- Experience in **engineering sales, revenue enhancement, market development, key account management, demand & supply trends**, driving team building motivation for achieving organizational goals & objectives
- Great understanding of **customer needs/inquiries**, as demonstrated by ability to serve the customer with minimal impact on the customer
- **Consistent top performer** with skills in building high performing teams that excel in delivering business value; proven capability in managing, coaching & mentoring teams

Clients/Products

OEM / Tier 1 / Aftermarket Customer Handling

- Volvo Eicher Commercial Vehicles Ltd. - Pithampur, Baggad, Dewas, Bhopal, M&M - Nashik, Nagpur, Chakan, Zaheerabad, Kandivali, Tafe Motors and Tractors Ltd. – Bhopal, JBM Auto - Pithampur, Faridabad, Kosi, JBM Industries - Faridabad, Punch Powertrain - Pune, Belmaks Metal India Pvt. Ltd. - Pithampur, Duroshox – Pune, Magneti Marelli - SPD- Santoshnagar, Optimas India - Pune, Automotive Axles - Mysore and Hosur, Rajshree Engineering - Pithampur, Simplex Metal - Pithampur, Bufab India – Pune, Tata Motors - Jamshedpur, Scania - Bangalore, Volvo - Bangalore,

Products Handled

- Fasteners: Lock Nuts, Clevelock Nuts, Nylock Nuts, Wheel Nuts, Weld Nuts, U Nuts, Industrial Nuts, Turret Nuts, Studs, Bolts and assemblies
- Composite (Fibre Reinforced Plastic): Sheet Molding Compound, Dough Molding Compound, Injection Molding components, Compression molding components, Hand layup Molding components, RTM components, Wind mill Blades for Luminous /Wish energy, Multiaxial layer glass fiber molding components, Auto components like Bumpers, Engine cover, Bonnets, Scania bus fiber body, Engine cover, CNG cover etc.
- Geared Motors, AC/DC Induction motors, VFD, Solar Water Heater, Solar Home Lights, Solar Inverters, Wind Mills and Solar Cooker

Organisational Experience

Since Jan'22

Simmonds Marshall Ltd., Pune as Deputy Manager - Sales & Marketing | Reporting to: Sr. GM (Sales & Marketing)

Jul'17-Jan'22

Simmonds Marshall Ltd., Pune as Asst. Manager - Sales & Marketing | Reporting to: Sr. GM (Sales & Marketing)

Nov'13-Jun'17

Mahindra CIE Automotive Ltd., Pune as Sr. Executive - Sales & Marketing | Reporting to: Sr. GM (Sales & Marketing)

May'12-Oct'13

Mohini Enterprises Pvt. Ltd., Pune as Marketing Executive - Sales & Marketing | Reporting to: Managing Director

Jun'10-May'12

Salunkhe Industries, Satara as Sales Officer/Marketing Executive - Sales & Marketing | Reporting to: Managing Director

Key Result Areas:

- Coordinating with production team to meet customer requirements/expectations
- Devising and releasing monthly sales plan and forecasting sales for upcoming months and quarters
- Managing customer SRM Portals for approval of schedule agreements, Schedule lines, Payment status, GRN Report, ASN/WSN Making, Quality Reports, Uploading Invoices for payments
- Driving sales within profit margin targets and terms/conditions agreed with customer
- Attending & executing various auto parts exhibitions, technology fairs/events at customer's end to market products and get RFQ's
- Preparing and recording internal sales supporting IATF documents such as sales reports, RFQ Tracking Sheet, List of Customers, Business Risk Analysis, Contingency plan, company /product presentations, Customer satisfaction survey, Quality Performance Reports, Business plan for 5 years etc.
- Performing weekly reconciliation of ageing reports for avoiding delayed payments to maintain debtors under credit limit
- Addressing and resolving customer complaints; developing internal and external customer relationships
- Ensuring RFQ collection, proposals preparation, submitting quotes, and following-up until the order is received
- Developing robust market knowledge of existing & potential clients and ensuring business growth opportunities aligned to company's strategic plans
- Designing sales budget, forecasts, and business plan for driving revenues and accomplishing corporate goals and revenue targets
- Conducting extensive negotiations with customers, establishing synergistic & highly profitable relationships
- Supervising the delivery and commitment schedules to the key customer accounts and coordinating the stock position with Logistics team

Education & Credentials

- 2008-2010: Master of Business Administration from Department of Commerce and Management, Shivaji University, Kolhapur; *secured first class*
- 2005-2008: Bachelor of Science from Yashwantrao Chavan Institute of Science, Satara; *secured first class*

IT Skills

- SAP (SD Module) & ERP
- MS Office
- MS Outlook
- Basic Knowledge of AutoCAD

Personal Details

Date of Birth: 30th June 1988
Languages Known: Marathi, Hindi and English
Address: B/501, Vitthal Empire Phase 1, Near Sawta Mali Temple, Jadhavwadi, Chikhali, Pune-411062