



# Dhiraj Pandulkar

BUSINESS DEVELOPMENT

## Details

Pune  
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## Skills

- Ability to Multitask
- Communication
- Effective Time Management
- Microsoft PowerPoint
- Ability to Work in a Team
- Ability to Work Under Pressure
- Fast Learner
- Microsoft Excel
- Customer Service
- Computer Skills
- Business Strategy
- Microsoft Office
- Communication Skills
- Business Development
- Catia V5
- AutoCAD

## Hobbies

Reading, Trekking, Cooking Food, Traveling.

## Profile

Ø Offering over 4+years of experience in **Business Development, Program Management.**

Ø Extensive knowledge of **Mold Manufacturing, Injection Molding, Chrome Plating on ABS / PC ABS Plastic Products.**

Ø Extensive knowledge of **Plastic applications for interior & exterior of Automotive & FMCG Products.**

Ø Skilled at managing the large-scale product development programs from RFQ stage to SOP+6 month and smoothly hand-over to production, involving APQP and design validation.

Ø Proven success in evaluating possible design solutions to improve cost, quality & performance and in implementing Value Analysis & Value Engineering initiatives to achieve standardization & reduce costs

Ø Expertise in managing various techno-commercial activities including preparation of commercial & technical offer and BOM.

## Employment History

### Senior Business Development Executive , Galva Decoparts Private Limited, Pune

FEBRUARY 2021 – PRESENT

- Increase revenue from existing customers by increasing the share of businesses in the automotive & FMCG customers by Identify and develop businesses with new customers.
- Part cost Negotiation / Finalization along with costing team and achieve Target cost.
- Benchmark Competitor parts, Part Cost savings & Weight Reduction,Yearly Business plan Preparation and Monitoring the activities to achieve the KPI targets.
- Customer Production schedule monitoring, Material Planning, Parts ordering, Supplier Management
- Worked to support the senior creative staff with day-to-day tasks.
- Utilized diverse business processes and strategy development.
- Ensured the development of new business by fostering strong working relationships within the community.
- Oversaw sales, marketing, and business development goals.
- Contributed to the development of yearly business plans that work toward future growth.

### Business Development Executive, Galva Decoparts Private Limited, Pune

JANUARY 2020 – FEBRUARY 2021

Identifying and creating new business opportunities in industry verticals to generate new business.

- Develop the customer relationship and business development with existing customer.
- Responsible for all quires related to products and services and convert into sales.
- RFQ handling from product costing to negotiation & closures with customer.
- Handling activity from getting business nomination to series production with Internal CFT.

## Languages

English

Hindi

Telugu

Marathi

German

- Develop suppliers & streamline supplies for bought out parts till execution of project.
- Coordination with customer and suppliers regarding product development.
- Sharing development time plan with customer & making sure to adhere the same with internal CFT meetings, follow ups to achieve customer targets/deadlines accompanied by quality and deliveries.
- Responsible for hand over the projects to production team and monitor it for SOP + 3 months.
- Ensure all activities are going as per the development plan and on time sample submission through weekly project review meeting with all team members of different plant.
- Monitor the supply of parts as per customers monthly PO. Also coordinate with PPC, SCM and Purchase department to meet the customer forecast of supply.
- Follow up with customer regarding injection molding tool payment clearance after successful project setup. Also monitor the payment on agreed terms on regular supply of parts.
- Receiving cost approval of RM monthly & quarterly from customer and submit revised part cost to customer.

### Trainee, Galva Decoparts private Limited, Pune

JANUARY 2019 – JANUARY 2020

- New Product Development activity with following APQP gates.
- Well commenced with PPAP Documentations for Internal & customer audits.
- Acquainting well knowledge of tool Manufacturing , Chrome Plating , Plastic Injection Molding.
- Acquainting about automotive & FMCG products Market study in Chrome plating field.
- Acquainting knowledge of Chrome plating on Plastic parts (ABS & PC ABS).
- New technology study in automobile industry.

## Education

▣ **Bachelor of Commerce , Osmania University, Hyderabad**

JUNE 2016 – JUNE 2019

▣ **Intermediate, CK Junior College. , Andhra pradesh**

▣ **Schooling , Vasu Talent High School, Hyderabad**