

HARESH C. LALWANI

Building No.19, Flat No.12
Chembur Navjivan CHS Ltd.
Chembur,
Mumbai-400074.
Mobile: 9892007905
Email: haresh190766@yahoo.com

Objectives

To obtain a challenging position with opportunities for career advancement
To achieve excellence in the area of work through professional competence and team work.

Professional Summary

Over 25 years of Industrial experience in **Business Development, Sales & Marketing, Managing Business.**
(Mainly capital equipment's) - comprising of:

12 years of core experience in Business Development/ Sales & Marketing of Industrial Boilers and associated equipment's, Cogeneration systems, Heat recovery and Air pollution control systems.

10 years of experience in Business Development / Sales & Marketing of Heat exchangers/ Feed Water heaters & condensers for Sub-Critical & Super-Critical Power Plants.

3 years of mixed experience in Marketing/Trading/Managing Business.

1 year of experience in operation/ maintenance division of thermal power plant (62 MW- thermal power plant).

Date of birth: 19.07.1966

Educational Assets

Bachelor's degree in Mechanical Engineering from the University of Pune in 1989 with **First Class**.

Diploma in Mechanical Engineering from T.F.G. Polytechnic-Technical Examination Board in 1984 with **First Class Distinction**.

S.S.C. from Maharashtra state Board of Secondary and Higher Secondary Education Bombay in 1981 With **First Class**.

Industrial Training

Premier Automobiles Ltd. - As In-plant Trainee
From 13.07.87 to 12.08.87.

Nature of work: In plant training in the following Divisions: Motor production, Car axle and transmissions, Machine Shop, Heat treatment, Forge Shop, Assembly plant and Quality assurance.

Siemens India Ltd. - As In-plant Trainee
From 05.10.84 to 04.12.84

Nature of work: In plant training in the manufacturing division of the Motor unit.

Industrial Experience:

STALWART INTERNATIONAL PVT LTD. - As Sr. General Manager-Sales & Marketing

From 18.04.22 till date

Nature of Business

Manufacturer of Process equipment's mainly Heat exchangers, Pressure vessels, Storage tanks, Chemical reactors, Autoclaves, Dispersers, Blender, Columns etc.

Industries Catered: Chemical, Pharmaceutical, Paint, Oil & Gas, Petrochemicals, Dyes & Pigments, FMCG.

Responsibility:

Business Development, Sales & Marketing of Process Equipment's – To achieve set target

KELVION INDIA Pvt Ltd- As General Manager- Sales & Marketing.

From 05.08.19 to 12.12.19

Responsibility:

Overall, in charge of handling heat exchanger business mainly Vacuum Surface condensers on all over India basis and achieving set target as assigned.

TEMA INDIA LTD - As Deputy General Manager-Marketing

From 05.10.2010 to 25.07.19

Responsibility:

Business Development/ Sales & Marketing of High-Pressure Shell and Tube Heat Exchangers (mainly feed water heaters & surface condensers) falling under the company's product range in Power Business.

Job profile:

- Planning and implementing aggressive strategies for achieving the Business plan/ Budgeted targets through corporate selling with high degree of creativity in identifying and selling solutions
- Monitor effective generation and prioritization of enquiries to ensure optimum use of available resources and to achieve focus on best prospects.
- Coordinate with Estimation, Design, Logistics and Procurement department to ensure a competitive, comprehensive and timely submission of offer.
- Liaisoning/ Co-ordinating with potential consultants/ Leading EPC firms, organizing Shop visits for potential customers and initiate/ complete vendor registration/approval process.
- Post Order-Co-ordination with Projects Department and Works ensuring smooth and timely completion in execution of order.
- Monitor and review outstanding payment statement to ensure collection as per plan.
- Develop and maintain high level contacts with clients and consultants.
- Build network in the industry, participation in activities that enhance organizations brand visibility, fairs and trade shows.
- Improve market database and knowledge of competitor's activities on a continuous basis.
- Furnishing valuable information to Top Management such as customer feedback, product quality and performance, reorientation of product for cost competitiveness, competitor activities and their strategies to counter competition.

Overseas assignments undertaken: Had been deputed to Vietnam in the year 2014 for finalization of Heat exchanger order for export project and also deputed to Malaysia & Thailand in the year 2017 to explore the market potential/ new business development for Products falling under company's product range and to venture in to South East Asia Market.

BRIO PHARMA TECHNOLOGIES -

As - **Business Manager**
From 27.01. 2010 till 30.09. 2010

Nature of Business:

Processing and packaging solution providers for pharmaceutical industry by bringing the experience of company IMA spA Italy, a world leader in the field of processing and packaging equipment for pharmaceutical products. The range of M/c. produced by IMA includes Rotary mixers & granulators, Fluid Bed processors & coating systems, Tablet compression M/cs, Capsule filling M/cs, Blister packing & cartooning m/cs. Automatic Inspection M/cs. 100% checkweigher M/cs.

Responsibilities: In charge of the strategic unit for IMA Active Division-Solid dosing systems.

THERMAX LTD-

As “**Business Manager-** Western Region
for Cooling & Heating division Service SBU.
From 17.11.2008 till 30.09. 2009

Nature of Business:

Cooling & Heating Service SBU offers various services ranging from consultancy to Operation and Maintenance backed by quality products to enhance performance.

Cooling & Heating products includes;

- a) Retrofit & Revamp services.
- b) Combustion Management systems.
- c) Facility Energy Management Solution (Steam accessories and Condensate recovery systems)
- d) Operation & Maintenance.
- e) Equipment parts & spares.

Responsibility:

Overall, in charge for Managing Business of Cooling & Heating Service SBU-Mumbai (Western Region).

TEMA INDIA LTD -

As **DGM-Marketing**
From 11.06.2007 to 10.11.2008.

KIRLOSKAR OIL ENGINES LTD. - As **Sr. Manager-Marketing**
From 27.12.2004 to 31.05.2007

Nature of business: “Heavy fuel oil” trading /Marketing.

Responsibility:

Overall, in charge of marketing department/functions, logistics activities /entire operations of fuel oil trading business (Fuel oil division of Large Engine Business Group.)

Organizing conferences for updating the customers on the oil price scenario/hedging options.

INDUSTRIAL BOILERS LTD. -

As Assistant Manager-Marketing
From 09.03.92 till December 2004.

Job profile and responsibilities:

- Planning and implementing aggressive strategies for achieving the Business plan/ Budgeted targets through corporate selling with high degree of creativity in identifying and selling solutions.
- Conceptualizing, Market Surveys, Making proposals/tenders for sales of complete range of Boilers and associated equipment's. (Viz: Packaged Steam Boilers fired with various fuels namely Oil/Gas/Coal/Agrowastes/Bagasse/Pith etc. MultifuelFluidised Combustion Boilers, Heat Recovery Systems, Air pollution Control Systems and Co-generation Options/Systems.)
- Attending techno-Commercial discussions, liasoning with consultants.
- Ensure timely execution of order through proper interaction with works.
- Develop and maintain high level contacts with clients and consultants.
- Organizing Seminars / Refresher courses on Boilers and associated equipment's.
- Guide and lead the workforce to achieve the job targets, train junior engineers and build a motivated and strong sales team.

Industries Catered

Paper, Chemical, Dairy, Food processing, Pharmaceutical, Textile, Rubber, Hotel, Solvent extraction etc.

Overseas assignments undertaken

I had been deputed twice to Myanmar in the year 1995 & 1997 and to Sri Lanka in the year 1997 & 1998 for sales promotion, order booking, and exploration of new market for Boilers and associated equipment's.

TATA ELECTRIC COMPANIES. -

As Graduate Engineer Trainee
From 04.06.90 to 03.06.91.

Nature of Work:

Worked on the complete overhaul of steam turbine (62 MW) Thermal Power plant and Heat Exchangers. The overhaul was undertaken in the Mechanical Maintenance Department and included on the job training. Also worked in the operation division of the power plant.

(HARESH C. LALWANI)