

KAJAL MOHAN JADHAV

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Career Objective

To join an esteemed organization where I can use my engineering concepts and prior experience along with sound sales strategies for customer service abilities for successful business operation.

Total Experience – 5 Years 5 months.

Immediate Joiner.

Key Performance Indicators

- Hands-on with Compete Sales Cycle.
- Preparing Techno-commercial offers and involvement in resolving technical, logistic, and commercial challenges.
- Analyzing market trends and recommending products to clients.
- Co-ordination with cross functional teams.
- Monitoring sales activities, updating pricing information.
- Understanding customer requirements.
- Providing product demonstrations & presentations to sales staff and potential clients.
- Relationship Management with Principals, Clients/OEM.
- Key point of contact to clients for new products introduction, technical guidance, query resolution and Support.
- Developing new customers & maintaining long-term relationships with existing clients.
- Knowledge of Industrial Automation Products.

Previous Organization Experience

1. Auto-data Pvt Ltd (January 2022 to Sept 2022)

Designation: - Technical Sales and Service Engineer

Job Responsibilities: -

- Selection of PLC, HMI & Switchgears according to requirement.
- Service co-ordination between in-house team & customer.
- Preparing of BOM for Electrical cabinets.
- Pricing of Electricals cabinet & their spare parts.
- Primary Technical Support to customers.

2. PVR Controls (Sept.2018 To January 2022)

Designation: -Technical Sales Engineer.

Job Responsibilities: -

- Selection of Products such as PLC, HMI, PID & Temperature controllers as per client's application.
- Identifying the customer's current and future requirements & Providing Proper solutions
- Manage billing and delivery of solid products.
- Releasing purchase order and generating corresponding work order for production use.

3.Aimtech Solutions (April 2017 to Sept 2018)

Designation: -Sales Engineer

Job Responsibilities: -

- Client acquisition and retention.
- Maintaining relationship with principals, Clients.
- Preparing sales forecast.
- Providing technical presentations & demonstrations of Test & Measurement products (e.g., Anemometer, Lux meter, Hygrometer, Borescope Etc.) to prospective customers.

Educational Qualifications

| Sr.No. | Qualification | University/Board | Year of Passing | Class Obtained |
|--------|-------------------------|-----------------------------|-----------------|----------------|
| 1 | MBA (Sales & Marketing) | DY Patil University, Mumbai | Pursuing | ----- |
| 2 | B.E. E&TC | Mumbai University | 2016 | First Class |
| 3 | HSC | Maharashtra Board | 2012 | First Class |
| 4 | SSC | Maharashtra Board | 2010 | First Class |

Summary of Skills:

- Good analytical, Communication & presentation skills.
- Information and time management.
- Email & phone etiquette.
- Skilled in giving demonstrations and solving technical problems.
- Ability to understand the needs of customers and persuade them in buying technical products.
- Assertive, persuasive, and confident to take on new challenges and perform to the best of capability.
- Flexible and adapt quickly to working in a team with maximum co-operation.

Personal Details

- Date of Birth : 15th February 1994.
- Gender : Female.
- Marital Status : Married.
- Languages Known : English, Hindi & Marathi.
- Permanent Address : Arunodaya apt., E-1/19, Room No: -A-4,Sector-10, Nerul (west), New Mumbai.

Declaration:

I do hereby declare that the particulars of information and facts stated herein above are true, correct, and complete to the best of my knowledge and belief.

DATE:

(Kajal Jadhav)