

## Resume

Candidate Name	Sudhir Ganpatrao Kesare
Current Organization	Shri Sai Engineers Pune
Current Designation	<b>Sr Technical sales Engineer</b>
Overall Expr	9 Years
Location	Pune
Email ID	<a href="mailto:sudhirkesare@gmail.com">sudhirkesare@gmail.com</a>
Contact number	9766264342

### **Profile Summary**

Results-oriented Sr Technical Sales Engineer with 9 years of experience across the **HVAC components** and **elevator spare parts** manufacturing industries. Expert in providing technical sales support, product consultation, and solution-based selling for a wide range of products including Condenser & Evaporator coils, heat exchangers, AHUs, FCUs, ductwork and essential elevator parts like traction machines and safety gears. Committed to exceeding sales objectives and fostering long-term client partnerships through exceptional service and technical acumen.

### **Key Skills**

- Technical Expertise & Product Knowledge
- Market Research & Competitive Analysis
- Team Collaboration
- Project requirement analysis
- Vendor Sourcing & Development
- Customer relationship management
- Technology Adopt
- Cross-functional Coordination
- Strategic sourcing & Product costing
- Market research & Cost Analysis
- Technical & Commercial Negotiation
- Technical Expertise & Product Knowledge
- RFQ / RFP Preparation & Comparison
- Proposal & Tender Management
- New Business Development

### **Current Work Experience**

Sr Technical sales Engineer at Shri Sai Engineers Pune (Maharashtra) Jan 2021 to Present

#### **Key Responsibilities**

- Managed the entire sales process for a comprehensive range of elevator spare parts like traction machines, Motor, counterweight, brake assembly, Landing Platforms, guide rails, guide shoes/Rollers, wire ropes, door operators, safety gears, bearings, motor pulley, Buffers/oil springs, handrails, Electrical parts VFD, limit switch, relay /contractors, push button, hall display/ indicator, safety sensors, cabin fan/light Junction boxes subcontractors services for Civil work, Hoisting, Scaffolding, Installation and precision parts consistently exceeding annual sales targets by an average of 85%.
- Developed and nurtured strong relationships with a client base comprising major elevator OEM & service providers, independent contractors, facility managers, property developers, expanding market share in PAN India
- Prepared detailed technical proposals, quotations, and commercial terms, negotiating contracts to secure profitable sales agreements.
- Provided expert technical consultation to clients on component compatibility, troubleshooting, repair, and upgrade solutions for various elevator systems
- Collaborated closely with purchasing and logistics teams to ensure optimal inventory levels and prompt delivery, minimizing client elevator downtime
- Conducted on-site visits and assessments to understand client technical requirements and provide tailored spare part solutions.

- Analyzed sales data, market trends, and competitor activities to identify new business opportunities and refine sales strategies
- Participated in industry events and trade shows to network, generate leads, and stay updated on technological advancements
- Assisted in the sales of various industrial components to manufacturing clients.
- Consistently exceeded annual sales targets by an average of 15-20% through strategic account management and proactive outreach
- Increased regional sales revenue for elevator spare parts by 25% within two years by penetrating new market segments
- Achieved a 95% client retention rate by providing exceptional technical support and timely delivery of critical parts
- Collaborated with logistics to reduce average delivery time by 1.5 days, improving customer satisfaction and emergency response
- Effectively communicating with global suppliers, customers & internal stakeholders
- Supplier Management Lead the supplier evaluation process conducting supplier assessments, Supplier evaluation, evaluating scorecard/proposals, and analyze supplier capabilities and make recommendations based on defined criteria, supplier relationships, performance monitoring, audits & quality control.
- Handle customer / vendor master data governance management (MDG) & Material Master
- Analysis requirement scope of work and spare parts prepare budget close coordinate with engineering & production team to define technical specification for various project needs & utilize tools RFI/RFQ/RFP and execute sales strategies.
- **Project Management:** Ability to manage multiple projects simultaneously, meet deadlines, and prioritize tasks & collaborate with internal stakeholders. engineering, operations production, quality and R & D Teams, to understand requirements
- **Cost Optimization** support & Conduct detailed spend analysis to identify cost savings opportunities and enhance procurement strategies.

## Work Experience

**Technical sales & Procurement Engineer** at Chintamani Thermal Technologies Pvt Ltd. Pune Oct 2015 to Dec 2020

### Key Responsibilities

- Managed the full sales cycle for HVAC products/equipment, including Condenser coil, Evaporator coil, shell and tube heat exchanger, Expansion valve, Filters, Pumps, Sensors and controls AHUs, FCUs, ductwork, compressors & custom precision parts consistently meeting or exceeding quarterly sales quotas by 95%.
- Market expansion & strategy development to identify new business opportunities in water treatment, oil & gas, HVAC & FMCG industry across global & domestic markets, growth areas, partnerships and any other ways of reaching new and existing markets
- Prepared detailed technical proposals, quotations, and commercial terms, negotiating contracts to secure profitable sales agreements
- Aluminum alloys HPDC, sand casting parts tooling molding pattern development & sale
- Managed a portfolio of 50+ Customers
- Developed and maintained strong relationships with key accounts, including OEMs, Tier 1 suppliers, large-scale industrial clients resulting in a 90% increase in repeat business
- Prepare in details RFI, RFP & RFQ to analyze quotations, and finalized supplier, contracts for HVAC equipment and spare parts ensure competitive price, test certificate, terms conditions, quality & lead time.
- Provided expert technical consultation to clients, understanding their manufacturing challenges and recommending optimal product solutions and configurations
- Conducted detailed product demonstrations, technical presentations, and training sessions for prospective and existing customers
- Collaborated closely with engineering, production, and R&D teams to ensure product customization, technical feasibility, and successful project implementation
- Prepared comprehensive technical proposals, cost analyses, and sales quotations, negotiating terms to secure profitable contracts

- Participated in industry trade shows, conferences, and networking events to generate leads and enhance brand visibility.
- Utilized CRM software SAP MM, SD, to manage sales pipelines, track customer interactions, and report on sales activities
- Coordinated with logistics and production for timely product delivery.
- Follow-up with suppliers for RFQs to arrange quotations within specified timeframe.
- Cost Analysis and market trends, negotiate prices
- Coordinated with production and QA/QC teams to ensure compliance
- Do costing of major fabricated & machine parts as per current price trend
- Prepare data for negotiation and negotiate with supplier or target price to be given to suppliers with considering budget for item with quality and time in consideration
- Create PO within a TAT with selected supplier ensuring accurate quantities and design specifications within the budget. Ensure timely delivery of materials to meet production & project schedules
- Prepare and maintain PO tracker sheets to expedite the delivery dates (in line with project delivery dates)
- Verified material test certificates (MTCs) and third-party inspection documents before material acceptance
- Liaised with vendors to ensure on-time delivery and adherence to quality standards; reduced lead times by 20% through alternate vendor development.
- Support to Proposal team to get quote from all supplier and contractor on timely basis for offer submissions to customer
- Project Management: Ability to manage multiple projects simultaneously, meet deadlines, and prioritize tasks & collaborate with internal stakeholders. engineering, production, quality assurance Teams, to understand their requirements & Delivering Projects on Time and Within Budget
- Participating in Client/contractor meetings and resolving contractual issues
- Monitoring project progress and addressing any issues that arise & Managing project documentation
- Effective communication between internal teams and external stakeholders to address any technical or logistical challenges

#### **Documentation and Reporting**

- Maintaining accurate sales, procurement and project records
- Preparing technical reports and presentations & Documenting testing and commissioning results

#### **Achievements**

- Supplier Negotiation Success through in detail costing
- Analyzing spending patterns and exploring alternative suppliers & 15% achieve cost saving annually

#### **Computer Expertise**

- Operating System Windows Global 10, internet PR workflow & E2E
- MS Office Tools MS Word, MS Excel, MS Power-Point.
- Certification SAP-MM SAP ECC 6.0

#### **Educational Qualification**

- Diploma in Mechanical Engineering (MSBTE) in 2012
- HSC Govt. Tech. School, Latur in 2008
- SSC JV School, Latur in 2006

#### **Personal Details**

- Address- Niwara society, Katraj Pune 411043
- Marital Status - Married
- Gender - Male
- DOB -11/03/1991
- Languages Known - English, Hindi and Marathi
- Nationality – Indian

### Hobbies

- Tree plantation
- Photography
- Travelling

### Declaration

I, hereby declare that information furnished by me is correct to best of my knowledge and belief.

Place: Pune

Sudhir Ganpatrao Kesare