

PRITAM PRAKASH JADHAV

PROFESSIONAL SUMMARY

Dedicated Chemical Engineer excelling in communication, organization and co-ordination skills. Possessing a track record in creating sales strategies resulting in client retention and acquiring new customers. Able to ensure timely, safe and cost-effective design and implementation during the life cycle of projects from conception till customer satisfaction.

SKILLS

- Business Development
- Cross-Functional team management
- Relationship building with clients
- Stakeholder management
- Team Development with Training
- Sales operations
- Efficient negotiation skills resulting in optimized project cost and higher margins

WORK EXPERIENCE

Acme Process Systems Pvt. Ltd, Pune

Manager - Sales & Projects (April, 2024 – Till Date)

Duties and Responsibilities:

- Lead a team of Chemical Engineers to achieve sales targets and successfully execute projects.
- Manage client interactions, technical discussions, and commercial negotiations for process equipment and turnkey projects.
- Attend kick-off meetings with clients to discuss the scope of equipment and project orders.
- Oversee multiple client accounts, ensuring seamless coordination and execution.
- Monitor execution activities of projects from conception to completion.
- Prepare monthly reports for senior management, summarizing overall sales and execution.
- Resolving customer inquiries and complaints requiring management-level escalation
- Maintain consistent personal and professional contact with key customers and partners, ensuring a strong market network.
- Review Techno-commercial proposals for process equipment and turnkey projects.
- Review the PFD, P&ID, technical specs of valve & pumps under the Turnkey project scope.
- Conduct design reviews for equipment sizing, including reactors, agitators, storage vessels, heat exchangers and distillation columns.
- Participating in Exhibitions such as Chemtech
- Managing SAP for inter-organizational processes and data integration.

Asst. Manager – Sales & Projects (January, 2021 – March, 2024)

- Reviewed Techno-commercial proposals for turnkey projects and process equipment.
- Visited Client sites for Technical discussion and understanding the applications
- Performed equipment sizing for reactors, agitators, and heat exchangers.
- Delivered technical presentations to clients, explaining the product range and its applications.
- Negotiated with vendors to reduce cost and increasing the net profit of organization

Sr. Engineer – Application & Sales (January, 2019 – December, 2020)

- Generated leads from Gujarat for Agitators, Reactors, heat exchangers and columns
- Met with clients to introduce the company and explain the product range
- Prepared Techno-commercial offers for equipment.
- Designed the Agitators, Reactors and heat exchangers.
- Visited client sites to assess challenges and provide effective solutions.

INTAS Pharmaceuticals Ltd. (Feb 2018 - June 2019)

Sr. Production Engineer

Duties and Responsibilities:

- Managed production activities in API manufacturing, ensuring strict compliance with GMP and FDA norms.
- Supervised key operations, including batch manufacturing, hydrogenation, drying, blending, and separation.
- Handled material management (MM) module in SAP for efficient inventory control.
- Evaluated existing manufacturing facilities and identify opportunities for improvement.

EDUCATION

Master of Technology in Chemical Engineering (2015-2017)

Vishwakarma Institute of Technology, Pune

Bachelors of Engineering in Chemical Engineering (2010-2014)

D.Y. Patil College of Engineering & Technology, Kolhapur

P. G Diploma in Health, Safety & Environment (2017-2018)

NIFS, Ahmedabad (Annamalai University)

PERSONAL DETAILS

Birth Date : 15 July 1992

Gender : Male

Marital Status : Married

Language : English, Marathi, Hindi, Gujarati

Nationality : Indian

CONTACT

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