

PRITAM PRAKASH JADHAV	
<u>PROFESSIONAL SUMMARY</u>	
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.	
<u>SKILLS</u> <ul style="list-style-type: none"> • 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 	<u>WORK EXPERIENCE</u> <p>Acme Process Systems Pvt. Ltd, Pune</p> <p>Manager - Sales & Projects (April, 2024 – Till Date)</p> <p>Duties and Responsibilities:</p> <ul style="list-style-type: none"> • 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. <p>Asst. Manager – Sales & Projects (January, 2021 – March, 2024)</p> <ul style="list-style-type: none"> • 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 <p>Sr. Engineer – Application & Sales (January, 2019 – December, 2020)</p> <ul style="list-style-type: none"> • 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. <p>INTAS Pharmaceuticals Ltd. (Feb 2018 - June 2019)</p> <p>Sr. Production Engineer</p> <p>Duties and Responsibilities:</p> <ul style="list-style-type: none"> • 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.
<u>EDUCATION</u> <p>Master of Technology in Chemical Engineering (2015-2017) Vishwakarma Institute of Technology, Pune</p> <p>Bachelors of Engineering in Chemical Engineering (2010-2014) D.Y. Patil College of Engineering & Technology, Kolhapur</p> <p>P. G Diploma in Health, Safety & Environment (2017-2018) NIFS, Ahmedabad (Annamalai University)</p>	
<u>PERSONAL DETAILS</u> <p>Birth Date : 15 July 1992</p> <p>Gender : Male</p> <p>Marital Status : Married</p> <p>Language : English, Marathi, Hindi, Gujarati</p> <p>Nationality : Indian</p>	
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