

## AJINKYA MUKESH DAIWALKAR

Applications | Engineering Sales Professional

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### PROFESSIONAL PROFILE

Petrochemical Engineering professional with 3+ years of experience across refinery and chemical plant operations, maintenance planning, and industrial applications & engineering sales. Strong exposure to EPC environments, equipment troubleshooting, line sizing, pump and storage tank calculations, and SAP-based project tracking. Proven capability in client engagement, techno-commercial proposal development, costing, vendor coordination, and business development. Suitable for MNC, refinery, EPC, and engineering solution provider roles.

### CORE COMPETENCIES

- Process Engineering & Plant Operations (Refinery / Chemical Units)
- Line Sizing, Pump Selection & Storage Tank Calculations
- Preventive & Breakdown Maintenance Planning
- EPC Project Coordination & Documentation
- Techno-Commercial Proposal Preparation
- Cost Estimation, BOQ & Budgeting
- Engineering Sales & Application Support
- Client Meetings, Site Visits & Requirement Analysis
- Vendor Evaluation & Price Negotiation
- SAP Order Entry, Project Tracking & Reporting
- MATLAB, MS Excel, PowerPoint

### PROFESSIONAL EXPERIENCE

#### JNK Chemdist Technology's Pvt. Ltd. – Applications & Engineering Sales Engineer

Jun 2025 – Present

- Act as a techno-commercial interface between customers, EPC contractors, and internal teams.
- Study client process requirements and recommend suitable engineering solutions and equipment.
- Prepare detailed technical datasheets, costing, and commercial offers for industrial projects.
- Conduct client visits, technical discussions, and application presentations.
- Coordinate with vendors and OEMs for technical clarification and commercial finalization.
- Execute SAP entries for enquiries, orders, and project tracking.
- Follow up on proposals to ensure timely order closure and customer satisfaction.

#### Gujarat Fluorochemicals Limited (GFL) – Shift Incharge

Mar 2022 – May 2025

- Managed day-to-day plant operations in a large-scale chemical manufacturing environment.
- Led manpower deployment, shift coordination, and compliance with safety and operational standards.
- Performed troubleshooting of pumps, pipelines, and process equipment to reduce downtime.
- Executed preventive and shutdown maintenance planning in coordination with maintenance teams.
- Supported continuous improvement initiatives and plant reliability enhancement projects.
- Worked closely with operations, maintenance, and safety departments in an MNC environment.

## **EDUCATION**

### **B.Tech – Petrochemical Engineering**

Dr. Babasaheb Ambedkar Technological University (2018–2021)

### **Diploma – Chemical Engineering**

Shri Datta Meghe Polytechnic (2016–2018)

## **INDUSTRIAL TRAINING**

- Shivam Printing Production – 2 Weeks
- National Paints and Chemical – 2 Weeks
- Girja Printing Ink- 2 Week

All the details provided above are true and correct to the best of my knowledge.

Date:

Place: