

## RESUME

### **Rajendra S. Dake**

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Seeking a challenging and dynamic position in Sales & marketing with a growing organization to add some value for the better growth and profit of the organization by making effective use of my skills.

#### Academic Details

- M.M.S. (Marketing) From Y.T.I.E.T., Mumbai in 2010 with First Class.
- B.Sc.(Physics, Chemistry, Computer science) From Vivekanand College, Aurangabad in 2007 with First Class.
- H.S.C. From Yogeshwari College, Ambejogai, Aurangabad Board in 2004 with First Class.

#### Professional Synopsis

- 9 + years of professional experience in Forging & Machining industry (Auto-Ancillaries, Oil & Gas, Agro, Construction & Material handling ) in areas of RFQ drive & New Business Development, Sales Management & Marketing at different level.
- Currently associated with Bufab India Pvt.Ltd. as a Asst.Msnager-Sales & Marketing.
- Responsible to identify, develop & maintain good relations with existing & new developed customers.
- Skilled in costing, negotiation, budgeting, scheduling, planning & risk management.
- Possess excellent communication, relationship management and team building skills with dexterity in various fields.

#### Current Organizational Experience

##### **Bufab India Pvt.Ltd, Pune (ISO9001 Certified Company)**

**About:** Bufab Inida is 100% Subsidiary of Bufab Sweden. BUFAB is a strong Swedish brand known worldwide for its quality, service and assortment. A leading Manufacturers and distributors of quality Assured Stainless Steel Grade Fasteners and High Alloyed Fasteners.

We rise above the expectations of our demanding customers in several different industrial segments. We cater to customer segments in power, engineering, furniture, chemical, pharmaceutical, defence, electronics and telecom.

**Products:** Metal Screws, Metal Nut and Bolt, SS Washers, Studs,Grub Screws in Grade 8.8,10.9,12.9 and BUMAX(Strongest bolt in th World)-Trademark Product and many more product range.

**Customers Handled:** Alfa Laval, TBK India, AQ Mech, DMRC,ABB,GE,CG Power,Dellner etc.

**Duration:** Since Oct-18 To Till Date as Asst. Manager-Sales.

### **Kalyani Forge Ltd., Pune (ISO9001 and TS16949 Certified Company)**

**About:** Kalyani Forge Ltd - located in the automotive hub of Pune is an ISO TS 16949, ISO 14000 & OHSAS – 18001 certified engineering company with an expertise in metal forming built over deep experience. KFL is trusted supplier of forged, machined and assembled products for a variety of customers in industries like automotive, construction, power generation, marine, railway, and industrial goods. Our forging capabilities include Hot, Warm and Cold Forging & In-house Heat Treatment as well as Machining.

**Products:** Engine (Connecting rod ,Hub Gear, Camshaft),Nozzle Ring, Drivelines(Tulip, Spider),Transmission (Double yoke, Inner Race ,Outer race ), Chassis (Support pin) , Industrial (Chain links).

**Customers Handled:** S.C.Tourbocam ( Romania ),VTL(UK & USA), Macbrou, UNI VTL, Berco ,Indo Chains, ZF Lemforder (Turkey) ,ZF-India, Gnutti Carlo, Berco ,Nexteer ,Simpson etc.

### **Duration: Since June-17 To Oct.-18 as Cell Leader, Marketing & Sales. (Export & Domestic)**

1. Achievements in handling existing & new Business which contributes 25% sales of company.
2. Evaluation of technical specification & requirement of customers.
3. Work with responsible pricing counterpart for technical basis in cost calculation and price negotiation.
4. Receiving Purchase Order & Implementation, monitoring, Co-ordination to deliver parts as per PO.
5. Price Increase Proposals based on RM revision & ECN Price approvals from OEMs.
6. Settlement of price revisions & debit notes, collection of "C" forms.
7. Take up Base price correction, Variable cost increases from customer for parts to improve bottom line to the company.
8. Regularly visit to customers to build relationship at all level to the organization to maximise sales & explore new business opportunities.
9. Preparing yearly business plan & monitoring it on monthly basis.
10. Analyse the production planning in order to the customer's needs.
11. Payment Collection, Reconciliation & Supplementary: Tracking Receivables status and on time collection.
12. Handling export activities related to export shipments.

### **Sankalp Engineering & Services Pvt.Ltd, Pune.**

**About :** Since 1996, "Sankalp" is Integrated Forge shop, Machine shop with advanced machines, Heat Treatment and In House Testing Facility and it's an "ONE STOP SOLUTION" for requirements to the customer & having certifications such as ISO 9001:2008, ISO 14001:2004, BS OHSAS 18001:2007 & API 5CT, 6A, 20B, 20C.

**Products:** OCTG Components ,Gate Valve, Union Hammer, Ball valve, Gate, stem, Body, Bonnet, API Close Die & open die customise Products, Auto Components, Forging & Machining components.

**Customers handled:** Cameron, NOV (T-3 Energy), Forbes Marshall, Ghatge Patil Industries, Oliver valve, Shreeraj Industries, Valve technology, Taylor valve, Vulcan Technologies, Takshi Auto & Manson.

**Duration:** Apr-16 to May-17-Sr.Marketing Executive. (Domestic-Business Development) & Oct-11 to Oct-14-Sr.Marketing Executive. (Export & Domestic).

**Kohinoor Precision & Components Pvt. Ltd, Pune.**

**Products:** Idler Gear, Spindle, Trac Rod, Steering Lever, Automotive spare part, Customise close die Forging & Machining components.

**Customers :** Flash Electronics, Premier Seals, Jagdamba Auto components, Weber Hydraulics etc.

**Duration:** Oct-14 to Apr-16-Sr.Business Development Manager.

**Ethix Power Corporation-Pune (ISO 9001-2008 Certified Company)**

**Products:** IT-Tubular Batteries for Inverters/UPS.

**Customers:** Wholesale Dealers, Distributors, SME Organizations & Retailers.

**Duration:** Jan-10 to Oct-11-Business Development Manager. (Pune- Region).

**Key Responsibilities over all period:**

- Preparation & monitoring of annual business plan.
- Responsible for identify & develop potential market, contacting customers through internet research, business directories, business exhibition, emails, telephone, references etc.
- Contacting Potential & existing customers give company presentations & generate RFQ's by understanding customer requirements.
- RFQ handling, Quote submission, negotiation and get purchase order.
- Prepare business plan/strategies as per management set goals.
- Get monthly/quarterly schedules from customers & get executed as per delivery plan.
- Retain existing customer by effective implementation of CRM in order to get regular schedule & new business enquiries.
- Resolving complaints relating to quality and supplies with help of quality team. Present reports to management in weekly/monthly review meetings.
- Update to management about market trends, opportunities & Competitors information etc.
- Cordial relationship with inter-department people and customers.
- Payment Collection, Reconciliation & Supplementary: Tracking Receivables status and on time collection.

**Highlights:**

Successfully handling new & existing customers which contributing 25% overall sales of company.  
CFT Member.

Handled Export customers more than 5 years.

Major achievement in receiving Best supplier award for continual improvement from MHI-VST customer within one year of Span.

**Technical Skills**

Hands on experience on SAP SD module.

MS-CIT (Word, Excel, PowerPoint etc.) & Internet applications.

**Skills and Interests**

Good business sense.

Self-motivated & self-starter.

Positive attitude.

Team Player.

Flexibility, Adaptability

**Personal Information**

Address : United Arise,,Lohegaon- 411047

Date of Birth : 1st July 1985

Nationality : Indian

Marital Status : Married.

Gender : Male

Languages : English, Hindi, Marathi.

Hobbies : Playing Cricket & Listening to music.

**Declaration**

I hereby declare that above mentioned information is correct to the best of my knowledge.

Date: -----

Place: Pune.

Rajendra Dake