

AMOL DATTATRAY PATIL

Bachelors of Engineering- Mechanical (Pune University)

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Synopsis

An erudite professional with nearly 8+ years of experience in sales and marketing of alloy & special steel long Products. Also, SCM & material planning in EOT crane industry.

Current Position:

Mukand Sumi Special Steel Limited/ Mukand Limited

From: 19th June'16 to Till Date

Designation: Assistant Manager – Marketing (Special & Alloy steel Long products)

- **Role and Responsibilities:**
- Responsible for sales & business development of Hot Rolled Round Bars, Wire Rods, Bright Bars, Drawn Wires and Billets across North India.
- Managing key customers across segments like Automobile auto components, Fasteners & welding electrodes.
- Handling strategic key accounts of OEM & auto component manufacturers like Maruti Suzuki India, Hitech Gears, JTEKT India, Shivam Autocomp, Musashi Auto Parts, Punchratna Fasteners, Highway Industries Etc.
- Increase share of business with the key accounts and facilitate price finalisation with customers with focus on long term business.
- Providing inputs & coordinating with SCM team for long products inventory management by analysing forecast received from customers thereby ensuring inventory is as per sales requirements.
- Identifying opportunities for business development by providing import substitution segment, new customer acquisition and facilitating mill approval by customers.
- Improve sales realisation through new product development, product mix enrichment & value-added sales.
- Coordinating with quality department team in plant for feasibility analysis, new product development and continues quality improvements.
- Contributing information, ideas & research to help develop marketing strategies
- Analysis of trends, data, demographics, pricing strategies that can improve marketing and sales performance
- Marketing of Alloy steel bars & wire rods, regular visits to customer for new development & projects
- Getting RFQ from customers through mails. To carry out technical capability review report with R&D team & submit them to customer along with pricing. Be in touch with customer for any revision on process or process change to be more competitive
- Submitting trial samples to customers. Co-ordinating the trails & get feedback from customer.
- Prepare annual sales budget for respective regions

- Meet set sales targets & collection targets
- Visit key customers at pre-decided frequency & submit visit reports to customers
- Monthly sales review with Manager
- Review new customers/products acquired quarterly, analyse the trends & take necessary measures, if required
- Review customers lost in past quarter, determine reasons & formulate strategy/solution to retain business.
- Review customer complaints received in past months and all unresolved complaints & coordinate with concerned departments for closure to the satisfaction of the customer
- Conduct CSS (Customer satisfaction survey) action plan and significant action to improve CSS.
- Monitor & follow up for collection of due payments.
- Coordination with accounts department for accounting of payments received from customers.

Mukand Limited – Machine Building Division

From: 19th September 2011 –19th June 2016

Designation: Assistant manager – Material Planning.

- **Role and Responsibilities:**
- Scheduling & preparing tentative production schedule in MS project as per the contractual delivery date.
- Involved in preparation of manufacturing schedule or master production schedule (MIS Report) for projects being handled.
- Preparing design release plan as per the delivery date provided by marketing department
- Tracking progress of various jobs being manufactured in shop & comparing it with scheduled progress. Thereby taking necessary action if any delays.
- Follow up with Vendors, materials & quality for delivering materials as per planned schedule and issuing it to respective shops as the demand for the material arises.
- Processing & planning of long delivery items, giving order requisitions for various materials in ERP system considering lead-time & dispatch date of the equipment.
- Increased production & timely completion by outsourcing/off-loading non-critical items from shop.
- Deciding whether to manufacture job in house or at vendor by studying the drawings given by the design department as per the resources available.
- Preparation of routing in ERP for the parts to be made in house & calculating its estimated time & organize the scope of supply for assembly & fabrication departments.
- Suggesting the designer alternate material for manufacturing as per the available stock.
- Controlling of inventory for stores department as per the schedule & target given by the management.
- Coordinating with the dispatch/Logistics department for the dispatch of the equipment & invoicing.

Academics:

Bachelor's degree in Mechanical Engineering from Pimpri Chinchwad College of engg. (Pune university) with score of 71.00% in Summer-2011.

Diploma in Mechanical Engineering from K.J. Somaiya Polytechnic, Mumbai with score of 81.13 % in Summer - 2008

Matriculation 10th with the score of 80.80 % in Summer-2005

Personal Details:

- Date of birth : 3rd July 1989
- Sex : Male
- Nationality : Indian
- Religion : Hindu
- Languages known : English, Marathi, Hindi
- Marital status : Married

I hereby declare that the information furnished above is true to the best of my knowledge

AMOL DATTATRAY PATIL.