

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 Vivekananda College, Aurangabad in 2007 with First Class.
- H.S.C. From Yogeshwari College, Ambejogai, Aurangabad Board in 2004 with First Class.

Professional Synopsis

- 14 + years of professional experience in Forging,Machining,Casting,Fasteners 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 Rajasthan Fasteners Pvt.Ltd. as a Marketing Manager- (PAN India). 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

Rajasthan Fasteners Pvt.Ltd, Jaipur(ISO9001 Certified Company)

About: Rajasthan Fasteners Pvt. Ltd has established in 1998 & is EOU unit & leading Multi-engineered Products manufacturing Company. RFPL have state of the art production facility to manufacture the Precise Sheet Metal Components, Slotted Spring Pins, Slotted Coil Pins, Disc Spring Washers, Spacers & Bush components as per customer drawing & specifications.

Products: Precise Sheet Metal Components, Slotted Spring Pins, Slotted Coil Pins, Shims, Nordlock washer, Disc Spring Washers, Spacers, Clamps, clips & Bush components etc.

Customers Handled: Automotive Tier-1 & Tier-2 Customers, Defence customers & Industrial customers.

Duration: Since Nov.22 To Till Date as a Business Development Manager.

Torq Fasteners Pvt.Ltd, Mumbai (ISO9001 Certified Company)

About: Torq Fasteners Pvt. Ltd has established in 2018. Torq Fasteners is a market leader in manufacturing & Supply of industrial & automotive fasteners and small cold forged and machined parts. Supplying standard and specialized high precision components.

Products: All Types of standard fasteners, Stud Bolts, Bolts, Allen bolts, Screws, Washers, Foundation Bolt, Hex Nut, Special nuts, Rivets etc.

Customers Handled: Automotive Tier-1 & Tier-2 Customers and Industrial customers.

Duration: Since Aug-20 To Nov.2022 as a Marketing Manager.

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

About: Bufab India 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.

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 Nov.19 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), Macbrout, UNI VTL, Berco ,Indo Chains, ZF Lemforder (Turkey) ,ZF-India, Gnutti Carlo, Berco ,Nexteer ,Simpson etc.

Duration: Since April-16 To Oct.-18 as Cell Leader, Marketing & Sales. (Export & Domestic)

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 customize Products, Auto Components, Forging & Machining components.

Customers handled: Cameron, NOV (T-3 Energy),Forbes Marshall, GhatgePatil Industries,Shreeraj Industries, Vulcan Technologies, Takshi Auto & Manson.

Duration: June-10 to Apr-16-Sr.Executive (Export & Domestic).

Current Roles & Responsibilities

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

Overall Roles & Responsibilities

- 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 8 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. Team Player.
- Flexibility, Adaptability.

Personal Information

Technical Knowledge (Forging/Fasteners/casting Industry)

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.

Place

Rajendra Dake

Date