

RESUME

Key Skills

Teaching in Engineering & Management Colleges, Industrial Products/Services Marketing & Business Development, Project Erection & Commissioning, Fabrication Manufacturing, Institutional Sales, Govt. Registrations & Tendering Process.

Current Experience:

14.08.2010 – Till Date

Working with PDEA's College of Engineering, Hadapsar, Pune as the **HOD & Assistant Professor – MBA.**

Approved through **UGC Interview of Pune University** w. e. f. 15.08.2010.

Since the MBA Department of this college is established in the session 2009-2010, I undertook the responsibility of setting up the Department with a team of 06 Lecturers, to pass out the first batch in June 2011.

Achievements:

1. Fetched a grant of Rs. 8.70 Lacs from **AICTE** for Industry Institute Partnership Cell (IIPC).
2. Organised a Management Job Fair where 250 candidates (MBA students) were interviewed on a single day by 11 Recruiters/Consultants.
3. Played a key role in awarding, DTE ARC Centre for MBA & Engineering Admissions, to the Institute.
4. Since 2003 (given the charge of T & P) increased the Placement of students from 15% to 55%.

Fetches a grant of Rs. 1.00 Lac from Entrepreneurship Development Institute of India (**EDII**), Gandhi Nagar for arrangement of Entrepreneurship Awareness Camp for Degree & Diploma Engineering, MBA and Pharmacy students for Academic Year 2014-15 & 2015-16.

Past Experience 1:

**01.09.2009 – 30th July
2010**

Worked with ALARD College of Engineering and Management, Hinjewadi, Pune as the **Sr. Lecturer** – Mechanical Engineering and given the charge of Head of Department – Mechanical Engineering.

Approved through UGC Interview of Pune University w. e. f. 15.02.2010.

Since Alard College is established in the session 2009-2010, I undertook the responsibility of setting up the Mechanical Lab & Workshop. Now, currently involved in setting up the same for SE – Mechanical.

Past Experience 2:

01.10.2008 – 31.07.2009

Was Working with **Merino Industries Limited**, as Business Development Manager – Furniture Division.

Job Profile:

To contact and work with major Architects, Builders and Interior Consultants to collect and organise Furniture Business. Products include Customised Furniture Solutions for Offices, Home & Shops. Achieved the given target with a team of two Sales Executives under me posted at Kolhapur and Aurangabad.

Past Experience 3:

01.04.2006 – 30.09.2008:

Was working as an Asst. Manager (Projects) with **Span Associates**, MIDC Hadapsar, at Pune. This is a leading & only (in India) manufacturer, plus Solution Provider, of High capacity Centralised Coolant Filtration & Chilling Systems to Automobile Component Manufacturers and the ROLL Coolant Filtration systems to Steel Rolling Mills.

This company has installations, in more than 20 countries, of above systems in Europe, Asia, North America & Australia.

Job Profile:

1) Was functioning as a **Branch Manager** (North East) independently with direct reporting to Managing Director.

2) To collect primary information about customer requirements by visiting the site and then passing it to Design & Marketing department for proposal making and system design.

3) Erection and Commissioning of system at the site. Which comprises:

a) Collection of Quotation from local contractors (at the site) for commissioning work.

b) Analysis of quotations and finalizing the contractor(s).

c) Complete Erection and Commissioning of filtration system as Site – Incharge.

5) Test Run and handover of system(s) to customer(s).

6) Arrangement and Provision of After Sales Customer Support.

Past Experience 4:

01.04.2002 – 31.03.2006:

was working with **Mechmet Engineering**, Nagpur as an Asst. Manager (Marketing). Worked with Mechmet Engineering (Zenith Group of Companies, Nashik) K-41 MIDC, Hingna Road, Nagpur. Zenith Group expertise in providing Ancillary services; with five units in Nashik, two in Nagpur and one in Bangalore; to Big Corporate like: Blow Plast Ergonomics Ltd., VIP Industries Limited, Siemens Ltd., TATA Ficosa Limited, General Motors, Kores India Ltd., Today's Writing Inst. Ltd., VIDEOCON Appliances Ltd., Applicomp (India) Ltd, Shneider Electrical I. Limited etc.

Job Profile:

- To contact organisations for exploring new Ancillaries projects.
- Generating Export Enquiries of Industrial Products.
- After Sales Services & Coordination with Design Department for customer satisfaction with customer specific products.
- Other activities involve Finished Goods Inventory management, selection of transport companies for Finished Goods, coordination with planning, finance & warehouse, maintaining quality systems (ISO).
- Contributed a major role in getting Ancillary Works of M/s. Johnson Lifts P. L. for Zenith Group's new Unit in Butibori.

Past Work Experience 5:

16.06.1998 – 31.03.2002:

Just before the completion of MBA, I have started my own Partnership business in January 1998), under the name "**Tele Dial Incorporation**", of trading and servicing of Telecom & IT Products.

Past Work Experience 6:

25.09.1994 – 31.08.1996:

Just after completion of my Engineering I started my career by working with **Orkay Industries Limited**, at their MIDC Patalganga Plant (near Mumbai). It was a Petrochemical Processing Plant and I worked as Shift – Engineer (Mechanical Maintenance) of Poly – Condensation plant.

Contact Details

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References:

- 1) **MR. V. G. Kelkar**, Owner – Span Associates, Tarkar ound, Behind Pravin Masale, MIDC Hadapsar, Pune-411 028. Phone: **020-2687 2024 and 09822022084 (M)**.
- 2) **DR. V. P. GOSAVI**, Principal - ARMY INST OF TECHNOLOGY, Dighi Hills, Pune-411015 Tel: (020) 27157534 & 27157612 Fax: 91-20-27157534 e-mail: ait@aitpune.com **Mobile** : 09881066802