

CURRICULAM VITAE

Chetan Shivaji Sable

**A-11 Ganaraj Apt.
Dnyaneshwar Nagar,
Pathardi Phata
Nashik 422010
Mob. - + 91- 9561293963**

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A graduate Electrical Engineer from Mumbai University with experience in Marketing of LT and HT Instrument Transformer, seeking a position to utilize skills and abilities in the engineering or Operations sector that offers professional growth which is resourceful and Innovative.

Skills:-

- ✓ Customer Management
- ✓ Business development and planning
- ✓ Good coordination with customers.
- ✓ Ability to develop & maintain long-term client relationships
- ✓ Self-Motivated and Willing to Learn
- ✓ Willingness to travel

Current Working: **Gilbert & Maxwell Electricals Pvt. Ltd. Nashik**

October, 2021 to Present- Working As Sr.Marketing Engineer

✓ **Responsibility:**

1. Handling Inquiries of HT/LT Instrument Transformer like Indoor/ Outdoor Resin cast CT,PT RVT and up to 33KV Pan India
2. Developing new inquiries with potential clients, customers and dealers.
3. Handling prestigious panel manufacturer like **Ellins, Advance Panel ,Tricolite, C&S, Ambit ,CMKL, Hartek Group, Pyrotech, Jyoti switchgear & Pan India customers etc...**

4. Search and Visits new clients, customers in a designated region
5. Prepare offers/quotations against enquiries and submit to client ontime.
6. Negotiating and closing sales.
7. Record and maintain client contact data
8. Payment follow-up
9. Coordinate within the company with all departments for smooth order execution and after sales service requirements.

Previous Working: **TRANS-POWER TECH, Thane**

25th June, 2018 to Sep 2021- Working As Jr. Marketing Engineer

✓ Responsibility:

1. Handling inquiries of LT Instrument Transformer like LT CT PT Control Transformer, Lighting/Auxiliary Transformer upto 500 KVA, Input/Output Chokes upto 350KW
2. Developing new inquiries with potential clients, customers and dealers.
3. Market analysis on potential industry and market
4. Search and Visits new clients, customers and dealers in a designated region
5. Prepare offers/quotations against enquiries and submit to client ontime.
6. Negotiating and closing sales.
7. Maintain daily reports for offers and POs
8. Record and maintain client contact data
9. Handling customer complaints
10. Coordinate within the company with all departments for smooth order execution and after sales service requirement

Previous Working:

15th October 2017 to 30th March 2018 – **Entech Industries, Bhandup, Mumbai-400078** Working as Apprenticeship Trainee Engineer

✓ Responsibility:

1. Analyzed departmental documents for appropriate distribution and filing.
2. Study of Customer Specification & Schemes for Cost Estimation.
3. Maintaining Records of Internal & Customer Inspection Reports, Test Certificates of Panels.
4. Prepared & maintained all client purchase offer files

Academic Details

- Bachelor's Engineering in Electrical Yadavrao Tasgaonkar Institute Of Engineering & Technology Karjat, MH, in 2014, – 63.66%
- HSC from K. M. Agrawal College Kalyan, MH, in 2009, – 60%
- SSC from Shishu Vikas Madhyamic Vidyalay Kalyan, MH, in 2007, – 72.92%

Personal Details

Name - Chetan Shivaji Sable

Date of Birth 27th July 1991

Gender – Male

Marital Status - Married Nationality - Indian

Language Known - English, Marathi, Hindi

Residential Address - A-11 Ganaraj Apt. Dnyaneshwar Nagar,
Pathardi Phata Nashik 422010

Declaration:

I assure your Excellency that the Information Given Above is true to that best of my Knowledge and belief. If provided opportunities, I will utilize it with my determination to be a committed professional dedicated to the cause of the organization.

Place: Nashik