



## **PERSONAL DETAILS**

**Name :** YOGESH HIRAMAN VIGHNE

**Father's Name :** HIRAMAN VIGHNE

**Correspondence Address :** Moraiya, Nebula Aavaas, Nr. Kesar city, B101

**Permanent Address :** Ravi park, Gulabnagar, plot no: 117, 361007

**Mobile :** 7227071841

**Email ID :** yogesh.19bemeg091@gmail.com

**Date of birth :** 04-06-2000

**Pan Card No :** BSCPV9119E

**Known Languages :** English, Gujarati, Hindi

**Hobbies :** Playing football, cricket, Cooking, Learning and exploring about Interstellar Space

## **ACADEMICS**

Course	Board / University	Year Of Passing	Percentage
B-Tech	S.V.I.T Vasad, Anand (G.T.U)	2023	C.G.P.A :- 6.7
H.S.C	G.S.E.B (Eng. Medium)	2019	55%, PR:- 50
S.S.C	G.S.E.B (Eng. Medium)	2017	80%, PR:- 95

## **CORE SKILLS :**

- ❖ AutoCAD, Solidworks, Mechanical Design
- ❖ Design for Manufacturing (DFM) & Assembly — sheet metal, fabrication
- ❖ GD&T & Tolerance Analysis (interpreting and applying standard tolerances)
- ❖ Basic FEA / Static Stress Analysis (model setup, meshing, and result interpretation)
- ❖ Proficiency in MS office, Ms Excel, Power BI, Internet and other basic knowledge.
- ❖ Data management and Documentation

## **SUBJECTS OF INTEREST**

- ❖ **Mechanical Component & Assembly Design (2D → 3D workflows)**
- ❖ CAD-driven Product Development (AutoCAD & SolidWorks modelling)
- ❖ **Product Lifecycle Management (from concept → prototyping → production)**
- ❖ Product Design, refinement and optimization.

## **SOFT SKILLS**

- ❖ High attention to detail — strict precision orientation in drawings and models
- ❖ Problem solving — root-cause thinking and iterative design improvements.
- ❖ Creative thinking for efficient, manufacturable design solutions
- ❖ Technical communication — engineering drawings & documentation
- ❖ **Teamwork & stakeholder coordination (design ↔ manufacturing ↔ QA)**
- ❖ **Adaptability & quick learner of new CAD/analysis tool**

## EXPERIENCE

### **Graduate Apprentice Trainee (Junior Sales and Trades Executive)**

*Solar Business Unit, Panasonic Life Solutions Pvt. Ltd., Gujarat Region*

**Duration:** [04-09-2023 – 03-09-2024]

#### **Key Responsibilities:**

- **Sales Support and Customer Engagement:** Actively engaged in customer acquisition and retention efforts, understanding client needs to improve service quality and satisfaction within the Gujarat region.
- **Market Analysis and Strategy:** Conducted market research to identify growth opportunities, analyze competitors, and provide actionable insights to the sales team.
- **Client Coordination:** Acted as a point of contact for clients, providing timely responses to inquiries and building lasting relationships to enhance customer loyalty.
- **Product Knowledge and Promotion:** Gained in-depth knowledge of solar products and solutions, assisting in the development of targeted sales presentations to showcase the benefits of solar technology.
- **Collaboration with Senior Sales Team:** Worked under the guidance of senior colleagues to learn effective sales strategies, including negotiation techniques, client follow-up, and sales pipeline management.

#### **Achievements:**

- Contributed to meeting quarterly sales targets through proactive client engagement and timely sales support.
- Enhanced customer experience by providing tailored product information, leading to positive feedback from key clients.

#### **References**

- Rahul Saxena, Senior Sales and trades executive :-
- Asmita Suryawanshi, HR :-

## DECLARATION

I hereby declare that all the information provided above is true and correct to the best of my knowledge and belief. I am committed to applying my skills and knowledge to achieve accurate and meaningful results, demonstrating integrity, responsibility, and dedication in my professional endeavors.

**Yogesh Hiranman Vighne**