

SHREYASH BELDAR

SALES SUPPORT SPECIALIST, DE



PROFILE

Proactive professional with several years of work experience and proven knowledge of Sales and Marketing, Business development. Seeking to utilize excellent communication, interpersonal, and organizational skills to complete tasks. Reliable with a good work ethic and the ability to quickly adapt to new tasks and environments.

CONTACT

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+91-9527244974

LINKEDIN:
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LANGUAGES

German
English
Hindi
Marathi

SKILLS

Sales Support
Quote Generation
Effective Customer Communication
Team Mentorship
German Language
Engaging with Diverse Customers
Business Development Customer Relationship Management
Sales Records Management
Sales Planning

EDUCATION

Dr. Moonje Institute of Management, Pune University

July 2022

Master Of Business Administration (M.B.A.) In International Business & Marketing

K.K. Wagh College of Engineering, Pune

Jan 2018

Bachelor's in electrical engineering

R.Y.K. science College, Nashik

Jan 2014

Higher Secondary Edu. – Physics, Chemistry, Mathematics, Electrical

St. Francis high School, Nashik

Jan 2012

Secondary School Edu.

WORK EXPERIENCE

Hitachi Energy Technology Service Private limited

Sales Support Specialist, DE – Transformers

Jan 2023 –Present

- Cultivated and managed strategic partnerships
- Conducted in-depth market analysis to identify growth opportunities strengthened client relationships through personalized communication and follow-up
- Successfully negotiated contracts with key clients, resulting in long-term agreements worth over 64 million Euro.
- Collaborated with marketing, product, and sales teams to align strategies, enhancing overall business growth
- Led training sessions for junior team members, fostering skills development and promoting a culture of continuous improvement
- Responded to customer service and product issues, resolving complaints concerning invoices, shipments or product terms of credit.
- Provided technical support to customers via phone or email.
- Prioritized workloads according to urgency of tasks at hand

CG Power and Industrial sol. Ltd

Sales & Marketing Executive, East India, Nepal, Bang. – MV Switchgears

Aug 2020 – Dec. 2022

- Generating sales for Medium voltage switchgear such as Vacuum circuit breakers, Control relay panels up to 33kV and necessary accessories equipped with the switchgears for smooth operations.
- Understanding clients expectations and modifications in the revised offer
- Coordinating with various other departments for successful execution of the order from start to end.

Chilton Refrigeration private ltd

Junior Sales Engineer – MH & Goa

May 2020 - August 2020

- Demonstrating product details to clients over calls and onsite visits
- Working with existing clients and providing with after sales services
- Identifying client's requirements and maintaining a healthy relation
- Reports prep. as per client's requirements & providing them with product sol.
- Representing company at the customer end.

Crompton Greaves Power and Industrial solutions ltd, Aurangabad

Graduate Trainee - Feb. 2019 - Feb 2020

- Hands on experience on various dept of manufacturing industry such as Quality, Testing, Design, Marketing.