

Vishal P. Bhagdev

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Professional Summary

Sales, marketing, and business development professional with a strong engineering foundation and hands-on understanding of manufacturing and shop-floor operations. Experienced in driving high-ticket B2B industrial sales across Pan-India markets, building growth strategy, and converting technical capability into commercial outcomes. Known for strong ownership mindset, market exposure through major industrial exhibitions, and the ability to align operations with revenue goals.

Skills

Sales & Business Skills:

- B2B Industrial Sales (High-Ticket)
- Business Development & Market Expansion
- Client Acquisition & Key Account Management
- Negotiation & Deal Closure
- Exhibition & Trade Show Management

Operational & Technical Skills:

- Manufacturing & Production Operations
- Shop-Floor Coordination & Execution
- Quality Control & Process Inspection
- Precision Measuring Instruments

Professional Experience

Pinnacle Engineering Enterprise — Sales & Marketing Head | Business Driver

Oct 2023 – Present

- Driving high-ticket B2B industrial sales across Pan-India, handling strategic accounts and large-value orders.
- Leading the complete business development lifecycle: lead generation, technical discussions, negotiations, and closures.
- Re-structuring sales operations, internal coordination, and execution flow to support scalable growth.
- Acting as the single-point bridge between clients, sales, and shop-floor teams to ensure delivery confidence.
- Represented the company at marquee industrial exhibitions including IMTEX 2025 and ENGIMACH 2025, managing stall operations, client meetings, and lead-to-order conversion.
- Strengthening brand presence, market positioning, and long-term client relationships in competitive industrial markets.

Deepak Intercontinental LLP, Ahmedabad — Production Manager

Jun 2022 – Sept 2023

- Managed end-to-end production operations including planning, execution, manpower deployment, and delivery timelines.
- Coordinated with quality, procurement, and dispatch teams to ensure smooth workflow and consistent output.
- Improved production efficiency through process optimization and disciplined floor management.
- Maintained production MIS, reporting, and daily performance tracking.
- Built strong shop-floor leadership skills and operational decision-making capability.

Kalpar Engineers Pvt. Ltd. — Bearing Assembly Supervisor

Dec 2020 – Jun 2022

- Supervised bearing assembly operations ensuring adherence to quality standards and production targets.
- Conducted first-piece, in-process, and final inspections to maintain zero-defect output.
- Operated precision measuring instruments including Roughness Tester, Roundness Measurement Machine, Hardness Tester, and Counter Measurement Machines.
- Coordinated with press, production, and quality departments to resolve technical and process-related issues.
- Prepared and maintained inspection documentation and quality reports.
- Provided technical support across departments to improve efficiency and reduce rework.

Education

Bachelor of Engineering (Mechanical Engineering) — SAL Institute of Technology & Engineering Research **CGPA: 6.27 / 10**

2015 – 2019

Higher Secondary Certificate (HSC) — Ultra-Vision Academy, GSEB Board

73.84%

2015

Secondary School Certificate (SSC) — Ultra-Vision Academy, GSEB Board

85.33%

2013

Academic Projects

- **Modification of Plant Layout and Bottleneck Analysis:** Analyzed production flow and proposed layout improvements to reduce bottlenecks and improve efficiency.
- **Pneumatic Operated Trash Compactor Bin:** Designed and implemented a pneumatic system for waste compaction focusing on efficiency and safety.

Industrial Training

- L&T Power Training Institute, Vadodara — Industrial Training (B.E. 8th Semester)

Areas of Interest

Sales Leadership, Marketing Strategy, Business Development & Growth, Revenue Expansion

Interpersonal Skills

- Strong problem-solving ability under pressure
- Positive and disciplined work approach
- Goal-oriented and self-motivated
- Quick learner with willingness to add value