

# Manguesh Sadashiv Nagarsenker

B.E (Electronics and telecommunication)

Diploma in Electronics engineering

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## OBJECTIVE

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To work efficiently and effectively as well as grow with a prestigious organization in the field of Electronics Engineering so as to achieve self-realization and accomplishment of organizational goals.

## STRENGTHS

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- Hardworking
- Good Knowledge and Skills
- Punctual
- Team Management Skills
- Energetic

## PERSONAL DETAILS

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Date of Birth : 14<sup>th</sup> February 1990  
Father's Name : Sadashiv M. Nagarsenker  
Address for Correspondence: T-3, Apolonia Appt, Joefil- Nagar, Ponda  
Gender : Male  
Nationality : Indian

## ACADEMIC QUALIFICATION

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### Professional qualification

- Pursuing Final year PGDM (PT) (Marketing and Sales) at Goa Institute of Management.
- Bachelor of Engineering in Electronics and telecommunication at Goa College of Engineering, Farmagudi with 53.8% in year 2016
- Completed Diploma in Electronic Engineering from Fr. Agnel Polytechnic, Verna with 61.50% in Year 2010

### Basic qualification

- Completed Secondary School Certificate from Goa Board with 62.5% in Year 2005
- Completed Higher Secondary School Certificate in Science stream from Goa Board with 50% in Year 2007

## KEY ACADEMIC PROJECT

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### B.E. Project:

#### “AUTOMATION OF LENS CUTTING MACHINE USING PLC”

**OBJECTIVE:** Worked on an Industrial Project in GKB vision pvt. Ltd. Company at Pilerne Industrial estate, who are the leading Manufacturers in Semi-Finished Optical Lenses which are Supplied Globally. They were using lens cutting machines which were giving a needed curvature to the Lens. Their present machine was impaired and had a lot of Complexity in wiring which had resulted in error and increase in Power Consumption.

We converted their lens cutting machine into a PLC based machine with an installation of an HMI (Human Machine Interface). This current machine rules out the use of wires and Reduce error along with Increase in accuracy of The Machine. Further it also is able to Control the Vacuum flow thus reducing the Power Consumption The company has an advantage of using the latest technology machine without any manual control which Automatically Runs on the PLC.

### **Diploma Project:**

#### **“STEPPER MOTOR CONTROL USING 89C51 MICROCONTROLLER”**

**OBJECTIVE:** The Stepper motor controller based on 89c51 microcontroller was used to control the rotation of DC stepper motor in clockwise and anti-clockwise direction.

We made use of Atmel low power, high performance, 8-bit CMOS microcontroller AT89C51 of flash programmer and erasable read only memory (PEROM).

By combining a versatile 8 bit CPU with flash on a monolithic chip Atmel 89c51 is powerful, highly flexible and cost effective solution to many embedded control application.

From traffic control equipment to input devices, computer networking products and stepper motor Controllers, 89c51 microcontroller delivers a high performance with a choice of configuration and options matched to the specific needs of each application.

## **EXPERIENCE AND TRAINING**

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**Organization: Lokmat Media Pvt. Ltd,**

**Designation: Sr. Sales Executive (Advertisement)**

**Duration: Currently working since Nov. 2019**

### **Responsibilities:**

- Planning and forecasting the increase in Advt. sales growth. Identifying and expanding markets for potential sponsorship. Agency relation and PR development and management. New business development.
- Constant coordination with the accounts receivables team to monitor on month collection status. Coordination with other HOD's.
- To generate business from taluka (Ponda, Bicholim, Shiroda & Valpoi) & 1 special project (Quarterly) and to convert missing.
- Timely customer feedback on their experience with lokmat.
- Knowing incentive plans of competitors to various agencies, competitor's display and classified advertisement, competitors new launches and schemes etc.
- Time to time coordination of work and planning accordingly, to keep control and supervision on work, to take timely decision and made appropriate changes in emergency.
- To keep regularity in work and good coordination among colleagues and help them/ guidance to develop their skills for better output

**Organization: Chowgule Maintenance Services Pvt. Ltd**

**Designation: Maintenance Manager**

**Duration: May 2018- Nov 2019**

**Responsibilities:**

- Overseeing and agreeing contracts and providers for services including security, cleaning and so on.
- Managing budgets and ensuring cost effectiveness.
- Overseeing building projects, renovations and refurbishments.
- Lead and manage teams and projects.
- To look after the overall Property management/ Rentals and facility management services of the clients and as well as the company.
- Managing and upkeep of equipment and supplies.
- To follow up with the client about the services delivered and take the feedback from them.
- To coordinate with the workers and supervisor on a daily basis
- To build new customer base by introducing new marketing strategies, promotional activities and ideas.
- Maintain social media presence at corporate level in the market.
- To handle client meetings.
- Prepare the Work order/ Purchase order for the procurement of material.
- To coordinate with vendors for the supply of requisite material and do the comparative costing and negotiations.
- To manage a part of Administration and work closely with different departments in the company.
- Developing and managing vendor contracts.

**Organization: Goa Legislative Assembly**

**Field: Public Relation**

**Duration: March 2017- March 2018**

**Responsibilities:**

- Worked as a Staff of an MLA in the field of Public Relation for the period of 12 months.
- To give people information or to educate them on the Schemes Launched by Government of Goa/ Govt. of India.
- To hear their Grievances and help them out in finding the solution by helping them to reach out to the schemes which are benefitting them.
- Filling up of different Government forms for the people who are uneducated.
- Keeping the track of new schemes which are launched by the Govt. and also keep a data about people who are availing these schemes.
- Acting as a Mediator/ Liasoner between the public and the Government departments.

**Organization: Virtuous, Goa**

**Designation: Marketing Executive**

**Duration: May 2016-Feb 2017**

**Responsibilities:**

- To understand the client requirement, suggest options of various services offered by the company, prepare the excel sheet accompanied by the plan and submit the same to the Managing Director (Virtuous) for approvals.
- To follow up with client as details are sent across after approval from higher authority and close in with service requirement with client.
- To research about the existing Customer Base and build B2B relation for future business.
- To build the team skills and suggest new ideas as team will carry out actual work.
- To Build the Customer Base for the Firm and handle Client meetings.
- To carry our Sales/marketing of the company services to the consumers.

**Client Base:**

Goa Pradesh Congress, Uptown Events Goa, SB Tutorials, Fomento Green, Blue Breeze Events, Bennet & Bernard Custom Homes Pvt. Ltd, Profile Management of Individual Client.

**Internship:**

- 6 Months (January 2011 - June 2011) Experience as a “Trainee Engineer” In Devyani Foods Industries Ltd at Khandepar- Goa who are the producers of Cream Bell Ice- Cream
- Completed 1 month (January 2014 - February 2014) industrial training in Electrical & Instrumentation department at Goa shipyard limited, Vasco.

**SOFTWARE SKILLS**

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- Completed “CISCO CERTIFIED NETWORK ASSOCIATE” COURSE at IP GATES in Margao-Goa
- Currently Undergoing a Course in Digital Marketing and Business Development and Social media marketing in the University of Illinois at Urbana- Champaign inUSA.
- Completed a Course by Sir Deepak Kanakraju who is an expert in the field of Digital Marketing and Social Media Marketing mainly named as DigitalDeepak.Com
- Completed a course in C++ language in Comtech Computer Academy with ‘A’ Grade
- Programming Languages : C,C++, HTML,SQL
- Operating Systems : Windows XP/2000, Linux
- Documentation Tools: MS-Word, MS- PowerPoint, MS-Excel.

## **LANGUAGES KNOWN**

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English, Hindi, Konkani, Marathi.

## **INTERESTS**

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- Learning new Applications
- Playing table tennis
- Exploring New Places
- Listening to Music

## **PERSONALITY TRAITS**

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- A good team player
- Excellent Verbal and Good Communication Skills.
- optimist
- Self-Motivated
- Ability to work under pressure

## **ACHIVEMENTS AND EXTRACURRICULAR ACTIVITIES**

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- Participated in Roborace event held at GEC by Mechanical Department and won the 3<sup>rd</sup> place in the same.
- Participated in technical Seminar Best Maintenance Practices on Cummins Engines Organised by trinity Mahalasa Durga Sales and Services in association with Cummins India ltd.
- Participated in “Texas Instrument” Innovation Challenge Held at GEC
- Won the inter engineering diploma Table tennis Tournament in College and also 2<sup>nd</sup> place at Ponda Taluka level table tennis tournament

## **DECLARATION**

I hereby declare that the above furnished details are true and correct to best of my Knowledge.

*Manguesh .S. Nagarsenker*

