Nilkanthrao Deshmukh

Sr. Project Manager having 19 years of experience in Project Management & Sales.

Permanent Address: Bungalow No. 02, Current Address: Flat No. 403, Ankoor Apartment

Jivan Nagar, Opp. Civil Hospital Vasant Leela, Kavasar, Waghbil,

Nanakwada, Valsad – 396001, GJ, IN Off. G.B Road, Thane – 400615, MS, IN

Executive Summary

Project management & operations professional with diversified Project exposure in the field of Industrial Automation, Process Automation & Instrumentation Engineering. I have been involved in detailed engineering, procurement, installation, commissioning and startup of projects in various business lines like HVAC, Textile, Chemical, Steel, Port, Power plant & others. skilled in handling in a predictable manner reasonable amount of change orders, high customer satisfaction, quality, as budgeted or better cash flow and gross margin and on time delivery. Skilled in developing and implementing standardized policies and procedures. Taking care of Project Department from last 4 plus year (June’19).

Versatile result oriented Sales & Marketing Manager with 15 years of rich experience, in hard-core sales & marketing for different Industrial products. Assertive and enthusiastic with extensive knowledge of Direct sales, Channel management, Project management, Key Account management, OEM sales. Strong and comprehensive understanding of multi-product & solution selling. Ability to assist customers with resolution of product questions and problems.

Expertise in streamlining processes for effectiveness in execution and possess, excellent communication skills, reporting and team building skills. Self-motivated with a good work ethic and demonstrated discipline of working without a lot of structure or direct supervision. Effective interpersonal skills and a willingness to travel as per company requirement.

Skills Profile

* Project Management ● Sales & Marketing
* Contract Management ● Business Development
* Task Management ● Value Selling
* Cost control/ Negotiation skill ● Key Account Management
* Risk Management ● Customer Relationship
* Project Scheduling ● Lead Generation
* Quality Management ● Partner Management
* Leadership skill, Handling a Team & a good player ● CRM (opportunity, stage, win/loss

within a team. status, reason)

* Strong Communication Skill ● Technical support.
* Interpersonal Skill ● Quick learner
* ‘Never to give up’ attitude ● Self starter

Accomplishments

* Awarded as best employee for achieving the annual target in Fuji Electric India for the year 2019-20
* Rewarded as best Sales Manager, for selling more than targeted no of ‘Micro Drives’ in introducing year, in Danfoss Industries Pvt Ltd.
* Leading member of DSP (Danfoss Sales Program) in designing of ‘Account Planning Tool’ & ‘Value Selling Tool’
* Team member of ‘Lead Generation Tool for Partners’ in Danfoss Industries Pvt Ltd.
* Part of team responsible for designing ‘Sub Dealer Policy’ in Danfoss Industries Pvt Ltd.

Work Experience

Fuji Electric India Pvt Ltd – Mumbai, Maharashtra, IN

Manager (Textile – Pan India & Pharma – West India) – Dec 2014 till May 2016

Manager (Projects & Proposals – Industrial Automation) – June 2016 till Dec 2019

Sr. Manager (Projects – Industrial Automation, Process Automation & Instrumentation) – Jan 2020 - Present

* Responsible for the effective direction and sustained support programs for project engineering which includes supervision of project/software engineers, coordinators, Administrative & Commercial Personnel of Project Engineering department. Impart techno commercial knowledge to team members.
* Responsible for P/L for Project engineering business.
* Development of annual and strategic plans for the engineering business, which includes the objectives, market analysis, strategies and action plans for developing the potential of the project.
* Evaluating customer satisfaction issues through project tracking methodology and analysis to ensure timely response to customer complaints, delivery services and product quality.
* Working closely with field sales and sales management to assist in achieving targeted sales volume, sales calls with sales personnel. Reviewing, analyzing and Co-owning the responsibility of proposal management and required financial results.
* Liaison between Sales, Product Management, Logistics, Finance in such areas as large project management to manage customer satisfaction.
* Reviewing techno-commercially customer’s orders along with Finance and acknowledge clearly defining deliverables, scope and commercial terms and conditions. Responsible for techno-commercially administrating the project execution which includes design engineering, procurement and manufacturing, submission of deliverables as per agreed contractual terms, transfer the responsibility to customers after submission of deliverables and take sign off on project execution. Responsible for the Project till its warranty & thereafter closing the loop with Service Department for Service Sales & Finance.
* Responsible for timely order entry, invoicing and monitoring the execution to ensure performance against plan.
* Responsible for marketing the whole product basket in Textile industries and overall Textile Sales figure for Pan India.
* Responsible for marketing & sales of above product in Pharma Industries for West of India.
* Products responsible for Marketing & Sales were Drives & Automation, which include AC drives, PLC, Servo System, Motion Controller & HMI and Instrumentation product Controller, Analyzer, transmitter and other products.
* Supporting Channel Partners for new application, closing big deals.
* Execute big project directly & with Partner from enquire stage to complete erecting and commissioning.
* Responsible for Marketing activity, Product launch, doing seminars & road shows.
* Responsible for the growth and meeting Individual target for all the regional Chanel Partners & Vertical Engineers.
* Make presentations to customers, review customer network topology and assist in closing business opportunities.
* Responsible to look after sales & service support to all KEY customers.

Danfoss Industries Pvt Ltd - Chennai, Tamil Naidu, IN

Dy. Manager Sales

Jan 2007 till Nov 2013

Products responsible for Sales are AC Drives, Soft Starters, Filters & Harmonic Solution.

* Responsible for Direct and Indirect Sales in Textile segment for entire West (Gujarat, Madhya Pradesh, South Rajasthan & Maharashtra).
* Taking care of OEMs and developing new OEMs.
* Supporting Partners (Dealers) in Maharashtra, Gujarat, MP & South Rajasthan.
* Execute big project directly & with Partner from enquire stage to complete erection and commissioning.
* Responsible for Marketing activity, Product launch, doing seminars & road shows.
* Responsible for the growth and meeting Individual target for all the regional Partners.
* Monitoring service calls for the entire region.
* Making presentations to customers, review customer network topology and assist in closing business opportunities.
* Responsible to look after sales & service support to all KEY customers.

Amtech Electronic India Ltd – Gandhinagar, Gujarat, IN

Senior Sales Executive

Dec 2005 till Dec 2006

Products responsible for Sales were AC Drives, Soft Starters, PLC, SCADA, Filters & Harmonic Solution.

* Responsible for Direct Sales in South Gujarat.
* Looking after End user market.
* Organizing seminar in the region and being an active member in the team while doing road shows.
* Making presentations to customers.

Elder Instruments Pvt Ltd – Mumbai, Maharashtra, IN

Area Sales Manager

Aug 2005 till Nov 2005

Product responsible for Sales were Tailor made solution for weighing solution, Drum filling m/c, Bag filling m/c, Weigh bridge, Lab scale, Crain scalar and other weighing scales.

* Responsible for Sales in Gujarat & MP region.
* Manage team of Sales & Service engineers.
* Develop monthly and weekly sales plans that include prospecting activities and forecasts.
* Negotiate final pricing with customers.
* Preparing sales reports and maintaining and submitting records of business expenses incurred.
* Reporting to sales management on sales made and the marketability of goods and services.
* Monitoring customers' changing needs and competitor activity, and reporting these developments to sales management.
* Interact positively with team members and all functional departments.

The Motwane Mfg. Company Pvt. Ltd – Nashik, Maharashtra, IN

Executive Application Sales

Oct 2004 till July 2005

Product responsible for Sales were Electrical & Electronic measuring device like Multimeters, Tong tester, Insulation tester, Low resistance meter & others.

* Responsible for the Application sales in Maharashtra.
* Demonstrating product to Corporate and valuable customer on demand.
* Deal with technical problems or any technical query raised by customer during the use of product.

Jain Parmar Electronics - Daman (UT), IN

Technical Service

Nov 2003 till May 2004

Providing service in Production line.

* Managing Production lines.
* Periodically maintenance of equipment’s.
* Maintain good working relations with our service representatives & vendors.

Saral Engineering Company – Vapi, Gujarat, IN

Sales & Service Engineer

October 2002 till October 2003

Product responsible for Sales& Service were RMG, FBD, Blender, Ampoule & Vial inspection machine and other tailor made solution.

* Responsible for the sales & service for Gujarat and Maharashtra region.
* Sales & Marketing of the product.
* Responsible for erection & commissioning of the equipment’s.
* Interface with Engineering & Management when requirements of proposal require design modifications or tailor made equipment’s.
* Ensure completion of customer projects.
* Visiting regular and prospective client to establish and act on selling opportunities.

Education

BE in Instrumentation – I class

North Maharashtra University - Dhule, Maharashtra

1998 to 2001

Diploma in Instrumentation – I class

Bombay Technical Board - Dhule, Maharashtra

1997 to 1998

Diploma in Industrial Electronics – II class

Bombay Technical Board - Chopda, Maharashtra

1994 to 1997

Diploma in Automation

Academy of Automation & Control Technology, Nasik, Maharashtra

Jun 2004 – Sep 2004

Contact Information

* Date of Birth : 14th May 1976
* Sex : Male
* Marital Status : Married
* Nationality : Indian
* Passport No. : H7485934