



CURRICULUM-VITAE

Kamlesh B. Pandey
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Current Address:
Madhusudan residency, bldg. no2, flat
no.701, opposite to sarvodaya ashish
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Career Objective:

Intend to build a career with leading corporate of hi-tech environment with committed and dedicated people, which will help me to explore myself fully and realize my potential, willing to work as a key player in challenging and creative environment, to continuous upgrade and acquires knowledge and skills to effectively use in industry.

Professional Experience:

Current job:

Organization : ABB India Limited
Place : Mumbai
Designation : Sales Manager- LV Panel Business
Duration : April 2017 to till date

ABB India Ltd is world leader in electrical and automation and leading manufacturer of LV switchgears, HV switchgear, Drives, Automation, Power System SCADA, Network Management and EV Charging.

Current responsibility:

- Increase market share for LV Panel in west zone.
- Dealing with all leading corporates / end users /EPCs /OEMs / consultant in the region.
- Visited clients on-site to give benefit-oriented product sales and services presentation for collecting enquiries and spec. in activity.
- Study of entire enquiry documents including technical & commercial to put forward the points for pre-bid meeting.
- Preparation of techno-commercial offers and attending techno-commercial meeting for order finalization.
- Achieved sales goals and service performance goals of by cultivating and securing new customer relationships.
- Completed customer searches to generate new leads.
- Used a consultative sales approach to understand and meet customer needs.
- Post order project management activity drawing approvals / advance collections / delivery tracking
- Maintained routine communication with clients to assess their overall satisfaction, resolve complaints and promote new offerings.

- Payment collections. Track on BGs / EMDs. After sales support to customer coordination with Service to close the punch points.
- Prepare & built strategy for competitive bidding with risk review and in consent with department management.
- Using tools like Salesforce / SAP / CRM for market assessment and maintain a company database with essential account and sales information.
- Worked to develop network by identifying and pursuing new leads and building rapport with clients.
- Special tender handled of some of Gov. Customers like ONGC, IOCL, OIL, etc. and private customer like Cairn, Adani, Grasim Industries, Reliance, JSW etc.

Previous Job:

Organization : ABB India Limited
 Place : Mumbai
 Designation : Sales Manager: Services Business (LV Switchgear Div.)
 Duration : July 2011 to March 2017

Job profile:

- LV product sales and selling of retrofit solution of low voltage switchgear in west zone (i.e. Maharashtra, Goa & MP).
- Revamping/ Modification Solution/ Up-gradation in various industry segment (Metal, steel, Cement, Chemical plant, process industry etc.)
- Selling of LTMC, AMC & OTC contract of switchgear for existing customer and manage their installed base data.
- Preparation of monthly report & forecast.
- Meeting with distributor and authorized service provider regularly for updating about activity and offer. So, that they can help us in achieving our sales target.
- Appointing service provider to increase in sale volume of revamping business and regularly meet with them to increase the opportunity bank.
- To boost services business with close coordination with end user sales team and tap the opportunity.
- Convert the enquiry into orders and selling the Products / spares parts to our existing customers and collecting the payment with-in due time.
- Handle our ASP across in the region and taking monthly business review meeting with them related with market review and business targets.
- Regular visit to end user to increase our business / installed base data.
- Making plan with end users and arrange our product demonstration in their premises regularly.

Previous Job:

Organization : Schneider Electric India Pvt. Ltd.
 Place : Mumbai
 Designation : Deputy Manager- Services Business Execution
 Duration : Sep. 2008 - June 2011

Schneider Electric is global specialist in energy management, leading manufacturer of LT Switchgears, HT Switchgear, Drives, Automation, Metering and APFC panel etc.

Job Profile:

- To contribute to services revenue: development of installed base data, develop log of business opportunity.
- Installed base data tracking through IB suite software i.e. used by execution team and same will be shared with regional service sales team.
- Maintained costing sheet of each execution related activity.
- Tracking of execution to be done with focus on profitability and maintain the record of profit margin against each job.
- Make plan to finalized vendor for execute the jobs and responsible to arrange to provide vendor PO with the help of our back-office team.
- Plan and execute the retrofitting and revamping of LV and MV system.
- Plan and execute the AMCs, Single Shot Service, Long Term Maintenance Contract of LV and MV system etc.
- Timely, safely, and cost-effective execution of orders in line with contract agreement.
- To make and submit maintenance report post execution to customer on time.
- To provide complete document to be handed over to back-office team for system invoicing.
- Managed 6-service center in Mumbai, Gujarat, and Nasik location.
- Selling services Product Pull through Business from OTC, AMC & LTMC, Chargeable Repair orders etc.
- Give lead to sales team, generate business, conversions of one tome contract to AMC or AMC to LTMC.

Previous Job:

Organization	:	Larsen & Toubro Limited
Place	:	Mumbai
Designation	:	Service Engineer- Low Voltage Switchgear
Duration	:	Sep. 2007 - Sep. 2008

Larsen & Toubro is among the major manufacturers of low voltage switchgear in the World, with the scale, sophistication, and range to meet global benchmarks. In addition to its leadership position in the Indian market established over a decade ago, L&T has a growing presence in international market.

Job Profile:

- To manage West India- Mumbai after sales service on for all L&T products reporting to regional head.
- To develop a competent after sales team across Mumbai, Ensure comprehensive geographical coverage of Service either direct or through ASC's according to need.
- To develop and deploy the processes related to improvement in service level, customer satisfaction.
- To manage authorized service centers across Mumbai region.
- To develop and deploy training plan for service engineers and ASCs.
- To provide application support on switchgear of L&T range of products.
- To provide after sales support for switchboards manufactured and marketed by L&T.

Previous Job:

Organization	:	Sterling Generators Pvt. Ltd.
Place	:	Silvassa (D&H)
Designation	:	Asst Manager Production- Low Voltage Switchboards

Duration : Nov. 2006 - Aug. 2007

Sterling Generators is a sister concern of Sterling & Wilson Ltd. and it is also an integral part of the Shapoorji Pallonji Group of companies. The company is engaging in manufacturing of wide range of Low voltage panel board like PCC, MCC, PDB's, AMF, Synchronizing Panel, and Isolator panel for D G sets.

Job Profile:

- Responsible for assembling, wiring & busbar works of panel boards.
- Preparation of weekly production planning as per delivery schedule & material availability.
- Co-ordination with procurement & store for materials.
- Supervision of day-to-day production in assemblies, wiring & busbar works.
- Issuing material from stores.
- Keep track of shortage items & follow up with procurement for the same.
- Responsible for delivery of finished products.
- Maintaining overall product quality.
- Responsible for Customer Support.
- Deal with switchgear manufacturer and other vendors for warranty issues and get them resolved.
- Provide solution to major service issues at site with minimum expenses.

Previous Job:

Organization	:	Hi-Tech Switchgear Pvt. Ltd.
Place	:	Navi-Mumbai
Designation	:	Production Engineer- Low Voltage Switchboards
Duration	:	Oct. 2002 - Nov. 2006

This Company is in the business of manufacturing Low Voltage Switchboards as like PCC, PDB, MLDB, MCC, PMCC, VFD Panels, Capacitor panels, BUS-DUCT, Generator Starting Panel, and Synchronizations Panel etc.

Job Profile:

- Responsible for production of panel boards including fabrication, powder coating and assembly wiring & testing.
- Production planning & material planning.
- Job allocation in shop floor.
- Attending customer inspection.
- Maintaining overall product quality.
- General Co-ordination with all functions.
- Responsible for training of sub-ordinates & workmen.
- Material procurement intending.
- Daily supervision of work.
- Making busbar cutting plans.
- Maintenance of machine & equipment.
- Maintenance of quality records.
- Testing & final checking also inspection of incoming materials as per quality plan.
- Responsibility of releasing the products for dispatch.
- Responsible for customer service & visited many sites for troubleshooting during erection, commissioning & during normal operation.

Apprenticeship:

Organization : B.E.S.T.
Place : Mumbai
Designation : Trainee Engineer
Duration : Oct. 2001 - Oct. 2002

Appeared as a trainee Engineer in electrical supply system of BEST in various departments like Erection, Operation and Maintenance (O&M), Meter and Relay (MRE), etc.

Technical Undertaking:

- Knowledge of Low Voltage Products of ABB/Schneider/L&T make ACB, MCCB, SFU, ATS and their application at various places (industry, buildings, datacenter).
- Knowledge of contactor, O/L relay, integrated starter module, MPCB etc. of Schneider/ABB/L&T
- Knowledge of OEM panel (ARTU-K & Block-set)- PCC, MCC, MLDB, PDB etc.
- Knowledge of manufacturing & ITC works of all kind of LT panels like PCC, MCC, PDB, MLDB, APFC Panel, bus-duct etc.
- Basic knowledge of drive and soft starter.

Major Project Executed:

- Executed retrofitting job of LT switchgear at naval dockyard- Mumbai, HPCL- Mumbai, ONGC Offshore- Mumbai, IOT Infrastructure & Energy Services Ltd- Navi Mumbai, IOCL- Baroda, JSW Limited- Dolvi, RCF Ltd- Alibag, HUL Ltd- Silvassa etc.
- Executed ITC works of LT panel at Kanoria Chemicals- Varanasi, Bihar Caustic & Chemicals Ltd- Jharkhand, Asian Paints- Chennai, MALCO- Salem, Welspun Ltd- Gandhidham, Essar Ltd- Surat, Raymond Ltd- Nagpur etc.
- Executed bus trunking system and raising main unit of Schneider make at Sany Havy India- Chakan, Pune.
- Successfully executed ITC works of auto-recloser at Torrent Power Ltd- Bhiwandi.

Achievement:

- Received best sales engineer award by M/s. **ABB India Limited** for Year **2018**.
- Received all India best service engineer award by M/s. **Schneider Electric India Pvt. Ltd.** in year **2009**.

Educational Details:

- **Diploma in electrical Engineering (60%)**
Shivajirao S. Jondhale Polytechnic (SSJP) College of engineering from **Maharashtra State Board of Technical Education [M.S.B.E.T.E] in Year-2001.**
- **SSC & HSC** passed from **Maharashtra State Board.**

Project Work:

Microprocessor based distance impedance relay.

(A protective switchgear devise used in power system protection which detects the fault in the network. The use of microprocessor in the system gives flexibility and assures reliability.)

Seminar Topic:

Basic principle of microprocessor.

Computer Skills:

Package : MS-OFFICE (Word, Excel, Power-Point)
Operating Systems : Windows 2010, Windows MS XP Professional
Application : SAP

Hobbies:

- Travelling
- Hanging out with friends (talking and chatting)
- Reading books (mainly motivational)
- Listening songs especially old songs
- Cooking

Preferred Location:

Based on the opportunity ready to relocate anywhere.

Personal Profile:

Date of birth : 24th April 1980
Gender : Male
Nationality : Indian
Marital Status : Married
Known Languages : English, Hindi & Marathi

Dependent Details

Father Name : Bays J. Pandey
Mother Name : Rampari B. Pandey
Spouse Name : Sarita K. Pandey
Child Name : Aditya K. Pandey

Passport Details:

Passport no : P9661391
Date of issue : 10/04/2017
Date of expiry : 09/07/2027

Reference:

On request

Declaration:

I hereby declare that the above-mentioned information is true to the best of my knowledge.

Regards,
Kamlesh B. Pandey
+91 9930413646