

**Vinay V. kapileshwar**

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**NAME: - KAPILESHWAR VINAY V.**

**ADDRESS: -C-204, MANALI ARCADE, ASHWAMEGH NAGAR,  
PUNE -SATARA ROAD, PUNE - 411 009**

**DATE OF BIRTH: - 20 TH APRIL 1957.**

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**EDU QUAL: - ENGINEERING IN INDUSTRIAL ELECTRONICS FROM  
WALCHAND COLLEGE OF ENGG, SANGLI.**

<b>S.No</b>	<b>Job Description</b>	<b>Designation</b>	<b>Job Profile</b>	<b>Duration</b>
<b>1</b>	<b>Self Employed since April 2016, as Consultant &amp; Business Development for Home Automation, CCTV, Measuring Instruments, Industrial Automation</b>	<b>Consultant</b>	<b>Business Development for Home Automation, CCTV, Measuring Instruments, Industrial Automation</b>	<b>Six Years</b>
<b>2</b>	<b>Looking after Marketing Services division. Coordination of MS personnel for site visits, attend problems, attend Installations and Commissioning.</b>	<b>Manager-Marketing Services</b>	<b>Looking after customer complaints, planning of Engineers movement as per customer's requirements.</b>	<b>5 Years</b>
<b>3</b>	<b>Engineering Products Marketing &amp; New Business Development</b>	<b>Manager-Business development-</b>	<b>Looking after new projects expansion of companies' current business with new customers.</b>	<b>1 Year</b>
<b>4</b>	<b>Educational Software Marketing 2.0 years</b>	<b>General Manager</b>	<b>Work involves- Presentation, Looking at Educational Sales, tender bidding, closing P.O. New Business Opportunities</b>	<b>2 Years</b>
<b>5</b>	<b>Commercial Department</b>	<b>All India Dealers Coordinator</b>	<b>Recovery, Post order follow-up up to payment recovery. Also coordination for Buy n sale of micro range of UPS Systems with all Dealers.</b>	<b>3 Years</b>

6	Area Manager	Area Manager	Independent charge of Area-South India. responsible for Sales, Service after sales, Payment recovery, tender bidding visits, seminars etc.	22 Years
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**# HANDLES THE MS ACTIVITY OF MARKETING DIVISION IN ALL RESPECTS. RIGHT FROM PLANNING OF PERSONNEL SITE VISITS.PLAN TO ATTEND PROBLEMS, SERVICE AFTER SALES, COMPLAINT MONITORING ALSO INVOLVED IN ADMINISTRATIVE WORK LIKE PREPERATION OF VISITS, CHECKING OF BILLS, APPROVAL OF CONTRACTORS, MONITOR THEIR WORK AND BILLS.**

**#PLANNING OF SITE VISIT FOR ERECTION TEAM ACCORDING TO CUSTOMER'S PRIORITY, INVOLVES CONTINUOUS COORDINATION WITH ALL CUSTOMERS.**

**# PREPERATION OF TAX INVOICES, COMMERCIAL INVOICES.**

**#LOGISTICS PLANNING FOR FASTER MOVEMENT OF MATERIAL AT SIGHT.**

**# SKILL TO DEVELOP TENDER BIDS.THE WORK INVOLVES RIGHT FROM GENERATION OF ENQUIRY UPTO SATISFACTORY DEMONSRTATION.**

**# in UPS Company worked as a 'All India Dealer's Coordinator'**

**# Competed Course in Central Excise form MCCIA, Pune.**

**# Was INVOLVED in MARKETING OF HIGHLY SOPHISTICATED**

**EQUIPMENT FOR ENGINEERING EDUCATION, MANUFACTURED BY REPUTED BRITISH, SWEDISH, GERMAN.ITALIAN, SPANISH.JAPANESE AS WELL AS INDIAN COMPANIES.THE CUSTOMERS MAINLY GOVERNMENT & SELF FINANCED EDUCATIONAL INSTITUTES, DEFENCE ESTABLISHMENTS.RESEARCH & DEVELOPMENT ORGANISATIONS.THE CUSTOMERS ARE WELL SPREAD ALL OVER THE COUNTRY & IN NEIGHBOURING COUNTRIES.WIDELY TRAVELLED ACRESS THESE COMPANIES FOR TRAINING,SEMINARS AND SERVICE AFTER SALES CALLS,ATTENDED RELEVANT SEMINARS WITHIN INDIA AND ABROAD.**

**# LIASONING WITH GOVERNMENT & DEFENCE OFFICIALS.ALSO WITH THE HEADS OF THE ORGANISATIONS AS WELL AS TOP MANAGEMENT. FOR TECHNO-COMMERCIAL NEGOTIATIONS.**

**# SKILL TO DEVELOP TENDER BIDS.THE WORK INVOLVES RIGHT FROM GENERATION OF ENQUIRY UPTO SATISFACTORY DEMONSRTATION OF THE EQUIPMENT.**

**#SKILL FOR INSTALLATION & COMMISSIONING OF THE EQUIPMENT AS WELL AS TRAINING TO THE CUSTOMERS STAFF.**

**#ATTENDED SERVICE AFTER SALES PROBLEMS FOR THESE**

**EQUIPMENT.THIS ALSO INVOLVES CUSTOMER SUPPORT AT VARIOUS STAGES.**

**#CONSTANTLY ACHIEVED SALES TARGETS.**

**#ATTENDED TRAINING PROGRAMME IN U.K.SWEDEN.GERMANY,ITALY,  
SWITZERLAND, ETC.ALSO ATTENDED VARIOUS SEMINARS AND WORKSHOPS.**

**#POST INVOLVES RESPONSIBILITY FOR SALES TARGET FOR STIPULATED AREA &  
CUSTOMER SUPPORT THROUGH OUT THE COUNTRY.**

**OTHER INFORMATION: -**

- 1. EXCELLENT COMMUNICATION SKILL.**
- 2. KNOWS MARATHI, ENGLISH, HINDI, AND KANNADA.**
- 3. WIDELY TRAVELLED ALL OVER THE COUNTRY AND OVERSEAS.**
- 4. GOOD INTRA PERSONAL RELATIONS.**
- 5. HANDLELED STAFF OF 40 ENGINEERS IN SERVICE DEVISION AS  
WELL AS @ 20 SUB CONTRACTORS FOR SITE WORK ALL OVER INDIA.**
- 6. PROPER PLANNING OF IN TIME SITE VISIT OF ENGINEERS ACCORDING TO  
CUSTOMERS NEED AND PRIORITY.**
- 7. EXCELLENT RAPPO WITH INDUSTRIES.**

**Date: 01.12.2021**

**Place: PUNE**