

## RESUME

Mahendra Vasantrao Inamdar  
Mob# +91 9422553874/8329568014  
Mail: inamdarmahendra75@gmail.com

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### OBJECTIVE

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Looking for a better opportunity to meet my skills & experience in "Facility Management as well as in "Business Development" and "Sales", to work with a growth-oriented, technology-driven organization where I can able to explore and implement my skills, experience and innovations.

### SUMMARY OF EXPERIENCE

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- Engineering graduate having 19+ years of experience in marketing field & 1 year in Facility Management- Retail Operation
- Presently working with Logicon Facility Management pvt. Ltd Pune for Cheil India L2-Maintenance operations for West
- Hands on experience in Sales & Business Development in some of the reputed organizations like Videocon International, Enertech Additives Pvt. Ltd, Texas Lifestyle Furniture Private Ltd. Mohsin Haider Darwish LLC Oman, & S.F.O (Muscat) L.L.C.
- Confident in interacting with clients/customers and individuals at all levels.
- Detail-oriented and resourceful in completing the tasks, able to multitask effectively and deliver the work on time.
- Regular involvement in internal discussions/meetings with team members

### STRENGTHS

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- ✚ Energetic, confident, innovative, patient, self-motivated with excellent sales, marketing, leadership, communication and presentation skills.
- ✚ Confident in interacting with different individuals at all levels
- ✚ Quick learner / capable of adapting quickly to emerging technologies

### EDUCATION

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Graduation : BE (Mechanical) passed in May/Jun 2000

### TECHNICAL SKILLS

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Basic Tools : MS Office (MS Word, MS Excel, MS PowerPoint)  
Web Technologies : Internet, Social Media  
Operating Systems : Windows 7/8.1/10

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Domains : Facility Management, Furniture, showcase commercial refrigerators, chemical Additives, energy saving products  
Mechanical Tools : AutoCAD

## WORK EXPERIENCE

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- ✓ Working as a "Key Account Manager" with Logicon Facility Management Pvt. Ltd. Pune from April 2019 To Till Date
  - ✓ Worked as a "Sr. Sales Manager" with Enerjet Systems Pvt. Ltd (Thane) from Dec 2016 to March 2019.
  - ✓ Worked with Ekbote Enterprises as a "Sales Manager" For Veneer Business From Jan 2015 to Nov 2016.
  - ✓ Worked as a "Senior Marketing Engineer" with Sharikah Fanniyah Omaniyah (Muscat) LLC from May 2013 to Dec 2014.
  - ✓ Working as a "Sr. Marketing Engineer" with Enerjet Systems Pvt. Ltd (Thane) from May 2011 to Mar 2013.
  - ✓ Worked as a "Marketing Specialist" with Mohsin Haider Darwish LLC Muscat in Oman since Mar 2009 to Mar 2011
  - ✓ Worked as a "Executive (Business Development)" with Texas Lifestyle Furniture Private Ltd from Jan 2004 to Feb 2009
  - ✓ Worked as a "Marketing Engineer" with Videocon International Ltd., Aurangabad from Dec 2002 to Dec 2003
  - ✓ Worked as a "Engineer (Marketing/Technical Services)" with Enertech Additives Private Ltd., Mumbai from July 2000 Nov 2002

## TECHNICAL SKILLS

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Basic Tools : MS Office (MS Word, MS Excel, MS Powerpoint)  
Web Technologies : Internet, Social Media  
Operating Systems : Windows 7/8.1/10  
Domains : Furniture, showcase commercial refrigerators, chemical additives, energy saving products  
Mechanical Tools : AutoCAD

## CORE COMPETENCIES

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- Strategic Market
  - Multimillion-Dollar
  - Key Client Retention

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|-------------------------------|-----------------------------------|-----------------------------|
| Positioning                   | Negotiations                      |                             |
| • Solution Selling Strategies | • Territory Growth/Development    | • Organizational Leadership |
| • Team Building               | • High-Impact Sales Presentations | • Reseller/VAR Networks     |

## WORKING EXPERIENCE/COMPANIES (STARTING FROM THE RECENT)

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Company Name:	Logicon Facility Management Pvt. Ltd.
Role :	Key Account Manager- Client: Cheil India Pvt. Ltd.
Duration :	From April 2019 to Till Date

### Roles & Responsibilities:

- Handling Cheil India –L2-Maintenance Operation with material for SAMSUNG client in West Region(Maharashtra,Goa,Mumbai,Gujrat,M.P. & CG)
  - Responsible for Services & Element invoices submission to client in stipulated timeline.
  - Activity execution as per the defined TATs, WODs & Guideline
  - Handling total team strength of 63 peoples.(4 Regional coordinators, 56 Fitters, BAM & MIS)
  - Preparation of KPIs for subordinate staff and getting the same approved by client
  - Weekly reviews with operations team or as scheduled
  - Any other Role & Responsibility as may be given time to time.
  - Presentation of PNL to management monthly
  - Monitoring purchase related activities and contribute feedback while accepting rate card from client.
  - Vendor management.
  - Working & Conducting RnR for from client side for Fitters & RCs.
  - Surprise market visits & taking reviews with team region wise.
  - **Summarized**: Acting as bridge between client & Logicon management.
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Company Name:	Enerjet Systems Pvt. Ltd, Mumbai
Role	: Sr. Sales Manager
Duration	: From Dec 2016 to March 2019

### Roles & Responsibilities:

- Responsible for Market Development & sale of Enerjet Products like Steam Traps, Valves, Mechanical Bellows & adding new verticals in the business through established contacts in the market and acting as a single point contact for valves, steam traps business segment.
- Handling sales team for achieving the targeted goals in assigned territory.
- **Some of Current Clients for servicing are: Reliance Industries Limited Nagothane ,RCF Ltd Alibaug , Tata Power Chembur, JSW Energy Ltd Jaigad Ratnagiri, Finolex Ratnagiri,NPCIL Tarapur Boisar,Owens Corning Ltd Taloja etc**

Company Name:	Ekbote Enterprises, Pune
Role	: Sales Manager - Veneer
Duration	: From Jan 2015 to Nov 2016

### Roles & Responsibilities:

- Responsible for sale of Wood-Veneer in Pune & Surrounding Area.
- Handling sales team of 4 Executives.
- Meeting Architects & IT Companies for demo of Ekbote Products.
- Responsible for Payment collection.
- **Some of Major Architect Firm Served are: Dhoot & Associates, Neeta Kulkarni & Associates, Vishnu Bheda & Associates,Vishal Ranka ,A Vision Architecture and many more...**

Company Name:	Sharikah Fanniyah Ominiyah Muscut LLC (Oman)
Role	: Sr. Marketing Engineer
Duration	: From May 2013 to Dec 2014

### Roles & Responsibilities:

- Major product/job focus will be sales & marketing of industrial kitchen & Laundry equipments & timely execution of such projects.
- Active Participation in Tenders.
- Interacting with ministries, PDO & Hotels.

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- Generating monthly sales forecasts, making daily sales reports and reviewing with General Manager.
  - Payment Follow-ups.
  - Interacting with Different Equipment Suppliers from Europe.
  - **Major clients Handled during Tenature are: Ministry Of Health, Royal Court Affairs, Royal Oman Police, Radisson ,Crowne Plaza, Al Bustan, Burr Al Jisa Oman Air etc**

Company Name:	Enerjet Systems Pvt. Ltd, Mumbai
Role :	Sr. Marketing Engineer
Duration :	From May 2011 to Mar 2013

### Roles & Responsibilities:

- Responsible for sale of Enerjet Products like Steam Traps, Valves, Mechanical Bellows & adding new verticals in the business through established contacts in the market and acting as a single point contact for valves, steam traps business segment in Pune and rest of Maharashtra state.
- Completely involved in sales of all kinds of products.
- **Some of Clients Handled are: Alkyl Amines, Sudarshan Chemicals, Padamji ,Sugar Industries...and many more**

Company Name:	Mohsin Haider Darwish LLC Muscut (Oman)
Role :	Marketing Specialist Commercial kitchen Equipments
Duration :	From Mar 2009 to Mar 2011

### Roles & Responsibilities:

Major role is to interact with principles from different countries mostly from Europe & establish a platform for their product sale in Oman.

- Serving existing client base and aggressively developing a new customer base as well.
- Work in coordination with existing sales and marketing team so as to support and execute Functional activities.
- Plan and organize product presentations and Marketing Programs to clients/consultants/architects.
- Generating Monthly Sales forecasts, making daily sales reports and reviewing with General Manager.
- Major product/job focus will be sales & marketing of industrial kitchen equipments & timely execution of such projects.
- Understanding the local market, competition and local consumers.

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- Taking steps to ensure achievement of ambitious sales targets.
  - **Clients Handled: Ministry Of Defence, Ministry Of Health, Royal Court Affairs, Al Bustan Palace, Burr Al Jissa, Radison, Crowne Plaza, Kamat Hotel ,Oman Air....Etc**

Company Name:	Texas Lifestyle Furniture Private Ltd.
Role :	Executive (Business Development)
Duration :	From Jan 2004 to Feb 2009

### Roles & Responsibilities:

- Sale of Texas Lifestyle Furniture Products in Marathwada Region Through direct approach & dealer network.
- Job profile involves all commercial activities.
- **Some Of Major Client List: Anant Mahavidyalaya, JNEC College, Symbiosis Pune, Ajmera Associates, Vidya Pratishthan Baramati ..& many More**

Company Name:	Videocon International Ltd., Aurangabad
Role :	Marketing Engineer
Duration :	From Dec 2002 to Dec 2003

### Roles & Responsibilities:

- Responsible for institutional sale of commercial showcase refrigerators & water coolers in Mumbai & Aurangabad region
- Handling dealers through head office
- Follow-up to achieve the given target
- Dealer Appointment
- Payment Collection.

Company Name:	Enertech Additives Private Ltd., Mumbai
Role :	Engineer (Marketing/Technical Services)
Duration :	From Jul 2000 to Nov 2002

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### Roles & Responsibilities:

- Responsible for institutional sale of commercial showcase refrigerators & water Direct sale of Gamlen Products in Mumbai and Aurangabad region.
- **Conducting trials at various customers like Tata Electric Company Chembur, Garware Polyesters Aurangabad, Lupin, Lona, and RNPL (Surat) etc.**
- Providing regular technical Services to Customers.
- Job profile involves all commercial activities.

### ACHIEVEMENTS

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- ✓ Conducted successful trials at various customers like Tata Electric Company at Chembur, Garware polyester at Aurangabad, Lupin Parma, LONA, and R.N.P.L at Surat etc. and achieved a target of 10L within six month in my first job.
- ✓ Raised the sales of Videocon Showcase Division products up to 20% more than existing.

### PERSONAL DETAILS

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DOB : 5<sup>th</sup> May 1975  
Passport# : H3368807 (valid till 19/1/2019)  
Mobile# : **+91 9422553874, 8329568014**  
Email : [inamdarmahendra75@gmail.com](mailto:inamdarmahendra75@gmail.com)  
Address : S.N. 56/1 &2 Rohit Palms, South Wing Flat 502, New D.P. Road , Rahatani, Pune -411017, Maharashtra, India