

RAKESH JAWAT

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OBJECTIVE :- To work in an organization that helps me contribute to the growth of the organization by leveraging my skills and experience. Thus enabling me to grow, by providing exposure to challenging responsibilities that enables constant learning.

SUMMARY: Diploma in Electronic and telecommunication Engineering offering 3 years of successful career in Operation, Maintenance and B2B sales.

1.HKT INTERNATIONAL LLC: Working as a lead engineer for a project Green Vision Oman (OCT 2023) Against the greenhouse gases which emits from powerstation which affects the environment of the OMAN.

Jobs And Responsibility :-

- Learn the Importance of the GHG from GIS at power station in Oman.
- During the surfing for the details of GIS vendor listed like OETC, NAMA Holding, and PDO.
- Conduct the meetings with the above listed vendors for the details of SF6 gases, major GHG in GIS.
- Collect all project details and submitted as per required for Project Green Vision Oman.
- Acknowledge the new Eco-Friendly GIS with the vendors in replacement of Re-Gis.
- Lead to sales team for approach the new Eco friendly GIS with the old Re-GIS in private sectors.
- Proficiency in analyzing sales data, market trends, and consumer behavior to identify opportunities for optimizing product placement and assortment.
- Adapt to evolving market dynamics, consumer preferences, and organizational goals to maintain a competitive edge in the industry.
- Submit the project details to co partners of GVO for the finalization of the project.

2) Five S Digital working as a Quality Agent in swiggy process to analyze the telecommunication details between the Telecaller and customer. (March 2022 to April 2023)

3) SKSPL Facility Management Pvt.LTD, Rasayani, As Sales Engineer (Feb, 2017 to 2020) .

Site: Reliance Patalganga Industries :- Reliance Industries is the first project of Late. Dhirubhai Ambani which Manufacturing a Polyester Yarn and petrochemicals.

Job & Responsibility:

- **Communication:** Stronger balanced written communication skills are essential for building rapport and conveying information effectively.
- **Negotiation :** The ability to negotiate terms and close deals is fundamental in sales.
- **Persuasion:** Persuasive skills help in convincing prospects to take desired actions.
- **Relationship Building:** Building and maintaining long-term relationships with clients is key to successful sales.
- **Active Listening:** Understanding client needs through active listening helps tailor solutions to their requirements.
- **Adaptability:** Sales environments can change rapidly, so being adaptable is crucial for success.
- **Product Knowledge:** Deep understanding of the product or service being sold enhances credibility and builds trust with clients.
- **Time Management :** Efficiently managing time to prioritize tasks and maximize productivity is essential in sales.

4) Vitran Electronic Solution Pvt. Ltd, Mumbai. As Technical sales Co-ordinator (ELECTRONIC SECURITY SYSTEM) .(2 Jan 2015 to 5 Jan

2017)

Job & Responsibility:

- Focused on providing customers with assistance in handling their electronics purchasing needs, through effective selling skills.
- Well- versed in creating and maintaining a meaningful liaison between customers and company to maximize business opportunities.
- Documented success in providing expert guidance and stellar services to customers with the aim of retaining them.
- Understand client needs with the active listening and quote with good prices as per the requirements of the client.
- Capacity to handle rejection and bounce back from setbacks, maintaining motivation and focus on long-term goals.
- Proven ability to meet and exceed sales targets, with a focus on driving revenue growth and profitability.
- Efficiently manage time and prioritize tasks to maximize productivity and achieve sales targets.

Additional Skills :

- Good Communication skills.
- Computer Expert .
- Business and leadership.
- Risk and Compliances.
- Leadership and problem solving.
- Interpersonal skills and language proficiency.

QUALIFICATION :

- 2014 Diploma (ENTC) B.L.PATIL Polytechnic, Khopoli. MSBTE Board with Second class.
- 2008 SSC from Shishu Mandir School, Khopoli with First class

- Qualified to understand and follow metrics for self and company sales goals, with strong knowledge of devising ways to meet and exceed them.

PERSONAL DETAILS

- Date of Birth : 05-11-1991.
- Nationality : Indian
- Marital status : Married
- Languages Known : English, Hindi, Marathi ,Marwari and Gujarati

Address : Near railway station, Flat No:- 202 Shivkrupa Apt., Udayvihar, Lowjee, Khopoli, Dist.- Raigad (410216), Maharashtra, India.

- Passport Details : Passport No.: N5906522

DECLARATION

I hereby declare that the information given hereby me is true and correct to the best of my knowledge.

Place : Khopoli

Signature

Date :

(Rakesh Jawat)