



Prashant S. Pimpalgaonkar

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Business Expansion Expert | Innovation & Change | Techno commercial Operations Expert | Collaborative Executive Leader | Profit Centre Head

"Building responsive organizations that enhance customer experience and create win-win relations, thereby crafting robust frameworks & driving culture change"



Profile Summary

- Dynamic career of **over 22 years** that reflects rich experience and year-on-year success in Techno-commercial Sales for front-end & Projects
- Expertise in spearheading all activities related to enquiry generations, techno-commercial discussions, tendering, order execution, collection of receivables and coordination
- Tactful & articulate** in driving sales vision for different business types and working on businesses demanding unique skill set & distinct experience
- Exhibit excellence in developing & maintaining **financially strong & reliable** key partners, & opinion leaders, thereby assisting their network to meet the business needs with expertise in Project Management
- Spearheaded Strategic alliance with German giant Conti Tech & Sweden Multinational Trelleborg are major achievements
- Successfully led **key business initiatives & strategies** to meet changing customer needs / expectations, thereby resulting into **high level of stakeholders' satisfaction** and **increase** in market share, sales volume & added bottom line
- Directed cross-functional teams using interactive & **motivational** leadership; acknowledged for **leading & mentoring** team members to achieve resource wise productivity & optimization
- A forward thinking person with strong **communication, analytical & organizational** skills; well organized with a track record that demonstrates self-motivation & creativity to achieve corporate goals



Education

MBA (Marketing), from Newport University , India Study center Pune / Nagpur Chapter in **1997**

B.Sc. in Chemistry, Zoology, Botany, from Institute of Science collage Nagpur in **1995**

Post Graduate Diploma in Materials Management, from Indian Institute of Materials Management Bangalore, Nagpur Chapter in **1997**

LL.B. from Dr. Baba sahib Ambedkar Collage of Law, Nagpur in **2000**



Core Competencies

Strategic Planning

Techno-commercial Operations

Project Management

Business Development/Expansion

Business Operations

Channel/Stakeholders Management

Tendering/Bidding

Liaison & Coordination

People Leadership



Career Timeline (Latest 3)

semperttrans®
A MEMBER OF THE SEMPERIT-GROUP



ZENITH™



Mithra®
The Polymer People

2006 - 2008

2008 - 2010

Since 2011

Work Experience

Mithra Fluid Trans P Ltd., Vijayawada as Business Head

Key Result Areas:

- ➊ Heading entire operations pertaining to range of rubber products sales (spares offering, service offering & cost optimization), new product development, new segment development, building org. capability, pipeline & order book for Spares and as sold factor (Profit) to division
- ➋ Managing business operation for the company with responsibility for P&L
- ➌ Administering major forte JV's / Tech Understanding, strategic alliances, domestic & exports business development
- ➍ Heading team size of 25 persons reporting on different levels for diff activities with turnover expected to touch 80 Cr
- ➎ Managing inside sales duties to qualify in-person and remote customers' actual needs to align those with company's various product offerings
- ➏ Determining availability of products & coordinating with Dispatch & Service Departments for current & upcoming range of product requirements; partnering with other Sunbelt locations when necessary to secure additional requirements
- ➐ Devising & effectuating go-to-market strategy and introducing products to win mutually beneficial deal; pioneering business development activities to enhance revenue by identifying market opportunities
- ➑ Leading several bid types such as Request for Quotation (RFQs), Request for Information (RFIs), Request for Proposal (RFPs), Request for Tender (RFTs), standard techno-commercial offers, bundled solution bids and upgraded propositions
- ➒ Designing performance goals, checking performance on regular basis; heading entire operations pertaining to Sales, planning, engineering, purchase and project management
- ➓ Steering strategic tie-ups with vendors and participate in bidding process; managing post order coordination with Project execution team and customer with 100% SOP adherence; updating & maintaining changes in government policies on technological and trends
- ➔ Conducting opportunity analysis as per market trends and managing business activities & product positioning to face counter-competition; collecting valuable data about competitors' claim to fame strength, weaknesses, distribution, prices & other strategies for reference and steering proposal preparation and further negotiation with customer to finalize contract
- ➕ Generating enquiries & tenders from customers; submitting bids, attending post-bid discussions, preparing quotations and finalizing the order accordingly
- ➖ Identifying target market clients to study the client's requirements & create the detailed proposal / presentation of products; interacting with industrial customers to raise awareness on company products

Since Jan'11



Previous Experience

Zenith Industrial Rubber Products Pvt. Ltd. Mumbai as General Manager (Export & Domestic) Jul'08 – Dec'10

Highlights:

- ➊ Managed total business of 200 Cr including for export business
- ➋ Headed total team of 13 people including 2 AGM's were directly reporting

Sempertrans Nirlon Ltd., Mumbai as General Manager-Marketing & Sales

Jun'06 – Jun'08

Highlights:

- ➊ Managed domestic sales & export business in Asia pacific regions and started export business in SE Asian countries
- ➋ Initiated channel sales activity for Conveyor belt which was mainly through Industries
- ➌ Administered total business of 150 Cr including all products other than tire cord business with total team of 16 members was reporting to me for various activities of various products

Vinko Auto Industries Ltd. New Delhi as National Sales Manager

Jun'02 – Jun'06

Pix Transmissions Ltd, Nagpur as Manager Marketing & Customer Support

Jul'97 – Jun'02



Personal Details

Date of Birth: 04th June 1975
Language Known: English, Hindi, Marathi
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