

Present Company: Empire Machine Tools, Mumbai
Present Designation: Project Manager
Reporting To: Director and CEO
Current Job Location: Mumbai
Total Experience: 17 years

Professional Synopsis:

- A dynamic, competent professional with over **17 years** of experience in Service Manufacturing & Engineering Industry.
- **Presently Employed as Project Manager** in **Empire Machine Tools, Lower Parel, Mumbai.**
- **Functioning in Sales & Marketing ~ Business Development ~ Product Management.**

Professional Training & Events -

- **Visited M/S ALD, Germany** to co-ordinate with the Kalyani team for design of ALD products and sales orientation program. (January 2018)
- **Visited M/S Techmeta, France** to co-ordinate with the OFAJ team for PDI- Pre Dispatch Inspection and acceptance test of Techmeta EBW machine and sales orientation program. (January 2020)
- **Visited M/S TAV VACUUM FURNACES, Italy** for sales orientation program and product training of Vacuum Heat treatment furnace. (January 2020).
- **ADMAT exhibition - Representing M/S Seco/Warwick, Poland** sales and marketing supports.
- On Line Product training program from **M/S Quintus Technologies, Sweden** for AMD & HIPs.

Onsite experience & Clientele handled -

Star Wire India Ltd, Kalyani Carpenter, BARC, OFAJ, Sunflag,
NFC-Hyderabad, NFC-Kota, Midhani, DMRL, TASL, TAL,
HAL, LTE, GTRE, Teal-Titan, LPSC, IREL, EPCL, INDO-MIM,
Bimetal Bearings Ltd., Godrej, L & T,
FGK, MSF, HVF, GCF, BHEL, TBRL,

Key Skills -

- Excellent Communication and Interpersonal Skills with Strong Analytical, Team Building & Leadership, Problem solving & Organizational abilities.
- Sales & Marketing, Product Life Cycle Management, Strategic Planning, Channel Sales/B2B/Enquiry Funnel Management, Business Development, Market & Competitor Analysis, Profit Centre Operations, Process Improvement.
- Product Strategy and new product development.
- Project Management, Project Planning and execution
- **Three Years** work experience as a **Assistant Manager** at Engineering Department in **Premier Engineering Technics Pvt. Ltd.** functioning in **Engineering Dept.** (Projects, Planning, Design & Manufacturing, Installation, commissioning, maintenance, refurbishments of e & m equipment, automation service, fabrication service, turnkey projects)

- **Total 10 years of Rich and Elaborate Experience in transformed from Private to Limited to MNCs.**
- ↳ **Three Years** work experience as a **Assistant Manager** at Engineering & Design Department in **FLSmidth Pfister India** – Formally known as **Transweigh India Ltd. Mumbai** functioning in **Design Dept.** (Analyze system requirements, capacity, cost, and customer needs to determine feasibility of project and develop system plan. Provide technical support and instruction),
- ↳ **Five Years** of Experience in **Production Dept.** (for the Manufacturing of Dynamic Weighing Systems & Equipments, wide range of Industrial continuous weighing Equipments, Material handling Equipments, Batching & Power Plant Equipment.,
- ↳ **Two years** knowledge in **Research & Development Dept.** (Design, manufacturing & tested RRR machines) Exposure to various software such as **Auto CAD, ERP system – IMMS (Integrate Manufacturing Management System)**

Professional Experience:

Empire Machine Tools, Mumbai

(Since September 2017 – Till date)

Empire Machine Tools, Lower Parel, Mumbai (A division of Empire Industries Ltd.)

Empire Machine Tools is a leading marketing organization mainly engaged in bringing world class technology/machines tools in Indian market. Having experience for more than five decades in representation of many reputed machine Tools manufacturer from all over the world, execution of turnkey projects for Defense, Aerospace, Power, Automobile, Railway, Shipping and special steel manufacturing industries.

▪ Job Responsibilities as Product Manager

(September 2017 – till date)

- Support in Sales & Marketing, Business Development, Product Management.
- Man management
- Coordinating with Clients
- Cost Estimation
- Project Planning & Executions
- Study tender and maximize localization, Tendering
- Make competitive proposal for local scope of supply
- Project planning and scheduling
- Coordination with OEM, Principals.
- Coordination with customer post receipt of PO.
- Coordination with sales , service and commercial department
- Vender development
- Procurement of the items, equipment under local scope of supply
- Contract finalization for site activities
- Ensuring timely execution/achieving mile stone as per PO
- Obtaining PTC (Prove out test certificate)

Premier Engineering Technics Pvt. Ltd.

(April 2014 – August 2017)

Premier Engineering Technics Pvt. Ltd. Company involved in Material handling equipment, car parking systems, cargo systems & equipment, conveyors systems & automation, automation controls, automated systems, Installation, commissioning, maintenance, refurbishments of e & m equipment, automation service, programming service, fabrication service, turnkey projects.

▪ Job Responsibilities as Asst. Manager - Engineering Dept.

(April 2014 – August 2017)

- Coordinating with Clients
- Cost Estimation, Tendering
- Project Planning & Executions
- AMC – Annual Maintenance Contracts
- CMC – Comprehensive Maintenance Contracts
- Design & Manufacturing

- Production Planning & Control
- QC, Inspection & Dispatch Planning
- Installation, Commissioning & Testing
- Servicing
- Re engineering solutions & consulting

FLSmith Pfister India – Formally known as Transweigh India Ltd (April 2004 – March 2014)

FLSmith Pfister India – Formally known as Transweigh India Ltd Company involved in automation of material feeding used in industry for Iron ores, coal, cement industry etc

Product lines consisting of total solution in Weigh feeders, Belt weigher, Rotary feeders etc

▪ **Job Responsibility as Asst. Manager - Design Dept (December 2010 – March 2014)**

- Drawing Checking
- Detailing, GAD, STDM, STDF checking
- DBO – Direct brought out items checking
- Standard Product Structures Checking
- CBOM – customer bill of material checking
- Standardizations & Costing
- In-house, outhouse Coding – AS, RS, BY, MK, DB etc
- Design - Departmental Targets making
- Maintaining all Records Production-Dispatch Plan- Monthly
- ECRN – DCN record checking
- Spare & SOM Releasing
- Modification jobs Releasing & Job closing in IMMS system
- Maintaining ISO document
- Clearing all Design issues from other departments like Production, Store, Purchase, Sub-contract, and Service departments etc
- IMMS System Improvement
- Develop or perform operational, maintenance, or testing procedures for Mechanical products, components, equipment, or systems.

▪ **Job Responsibility as Sr. Engineer- Production, Planning & Control Dept (March 2006 to November 2010)**

- Shift Man-power handling
- Work completion H O D's instruction
- Material Shortage Declaration
- Maintaining Housekeeping
- Internal Inspection as per Production Tag
- Maintaining Shop floor Discipline
- Maintaining ISO documentation
- System Improvement etc
- Key Role:-Handling Production related activities, Production - Shift In charge

▪ **Job Responsibility as Team Leader: R & D- Mechanical Dept. (April 2004 to March 2006)**

- Indian Government Headquarters order of RRR m/c – 6 no
- Design, manufacturing & tested all m/c successfully within 6 months
- Modification of Bagging m/c, WF, gates, Gravimetric Vibratory feeder

Rana & Sons Pvt. Ltd (March 2003 to March 2004)

Rana & Sons is leading manufacturer of Plastic Blow molding machines since 1972 in INDIA; the group has credit of introducing blow - molding technology in INDIA

- **Job Responsibility as Mechanical Engineer**
 - Production – Shop activities handling
 - Sub-contract activities
 - Key Role: Handling Purchase & sub-contract related activities

Educational Qualification	
Pursuing AMIE in Mechanical Engineering	Sec A
DME – Diploma in Mechanical Engineering	MSBTE
SSC	Maharashtra University

Personal Details	
Residential Address:	2A/17, Prapti CHS, Plot no 485, Chikuwadi, Shimpoli, Borivali (West), Mumbai – 400 092, Maharashtra, India
Contact No	+91 9987003491
Date of Birth	07th April 1984
Marital Status	Married
Language Known	English, Marathi, Hindi
Passport Details: Passport No, Date of Expiry	T0212137, 04/11/2028

Kashinath Pawar.
Signature