
AshishD.Jaltare

Technical&SystemSolutions Pune,
India

14years—WorkingApplication&Sales
Professional

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Specializing in new business development and major market expansion

- Combine entrepreneurial drive with business-management skills to drive gains in revenue, market share and profit performance.
- Specialist in Industrial Position Sensors.
- Communicate a clear, strategic sales vision, effectively training and coaching junior sales team members.
- Cultivate excellent relationships with new prospects and existing customers.
- Turn around lagging operations and prepare companies for fast growth and profitability.

Professional Experience

Application & Sales Consultant-Factory Automation Business

Tenure:Oct.2021to present

India

Roles and Responsibilities:

- Implementing corporate strategies for achievement of topline & bottom-line targets Handling business planning operations & analysis for assessment of revenue potential in business P&L management
- Developed and executed sales presentations as well as both internal and external product Training workshops.
- Engaged in product training, demonstrations, consumer awareness, branding initiatives to raise Awareness and revenues.
- Project Management
- Developed relation with key decision makers in target organizations (Automotive, Pharma, Steel, Food & Beverages) for business development.
- pre-sales/post-sales negotiation stages Interfacing with clients for suggesting most viable Product range and cultivating relations with them for securing repeat business

for smooth execution of marketing plans

- Adjusted and established selling prices by monitoring competition, costs, supply and demand.

Balluff Automation India Private Limited.

Technical and System Solutions- India, Jan- 2019 to Sep- 2021

Key Responsibilities:

- Hold the responsibility of day-to-day management for regional technical and application Engineering activities(Pre-Sales and Post-Sales).
 - **Deliver** efficient technical support to Indian customers based on understanding the customer's needs and through deliberately aligning with the organizational capabilities, operations, and application requirements.
 - Provide guidance, direction, and feedback associated to technical and application engineering management and lead the initiatives for short term and midterm continuous improvements aligned with internal processes.
 - **Manage** customer expectations as well as escalations for technical support and quality aspects focusing on root-cause analysis and prevention activities. Also implement technical and support processes, procedures, requirements as well as training to enhance satisfactions.
 - **Enhance** technical engagement with customers as a key enabler to maintain high levels of customer retention and build long-term loyalty and trust. Build smooth communication channel with “Leading” and “Teaching” customers to gain customer feedback, pain points and needs into meaningful and actionable solutions.
 - **Got Appreciation** for my knowledge and professionalism to deal with complex issues.
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Baumer India Pvt Ltd

Technical Applications & Solution

Tenure : April 2014-Dec. 2018

Scope of work

- Provide Technical/Application Solutions India for Sensors /Motion Control (Encoders) & Machine Vision Division.
- Preparing BOM, Quality issues handling has been a part of Application Engineering
- Understanding of customer's applications & analyzing the problem, giving exact solutions with valid technical reports. Giving inputs for Design changes
- Regular interaction with German colleagues to exchange business information or technical discussion
- Technical training to Sales, QA,& Logistics & Sourcing Teams to upgrade& enhance their technical knowhow
- Develop and Establish market for proprietary products of Baumer
- Worked closely in projects to develop Machine Vision &Auto ID technology with major OEM QA teams for Pharma Projects
- Failure analysis & submission of detailed technical reports
- To deliver inhouse Customized Seminars at customer premises

SICK India Private Limited**Sr.Engr. Application & Technical.**

Tenure: Feb2009 — Mar2014

Key Responsibilities:

- Take care of Western Region for Pre as well as Post Sales Activities.
- Understanding of customer's applications & analyzing the problem, giving exact solutions with valid technical reports. Giving inputs for Design changes
- Regular interaction with Germany to exchange business information or technical discussion
- Installation & commissioning of Safety as well as Auto ID Products & Motion Products (Encoders).
- Technical training to Sales, QA, & Logistics & Sourcing Teams to upgrade & enhance their technical knowhow

Educational Qualification:

- Diploma In Engineering Industrial Electronics.
- B.Sc.(Hons)Physics,

Family Orientation:

- Mohini Jaltare(Wife)—Housewife
- Amey Jaltare(Son)—Studying