



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 winwin relations, thereby crafting robust frameworks & driving culture change”

🧠 Profile Summary

- Dynamic career of **over 25 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 centre Pune / Nagpur Chapter in **1997** (distance course)

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, Business Development/Expansion

Tendering/Bidding

Techno-commercial Operations

Business Operations

Liaison & Coordination

Project Management

Channel/Stakeholders Management

People Leadership

Career Timeline (Latest 3)



2006 - 2008



2008 - 2010



Since 2011

Work Experience

Mithra Fluid Trans P Ltd., Hyderabad as CEO

From July 2018 till date

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.



Previous Experience

Sridhar Engineering & Rubber products Pvt Ltd, Vijayawada as Business Head from January'11 till June' 2018

- ➊ Was responsible for overall sales operations for range of rubber products like moulded items, hoses & hose assemblies
- ➋ Managed total business of 80 Cr including for export business.
- ➌ Established the manufacturing facility by import of machinery from Italy and created the channel for

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

- Managed total business of 200 Cr including for export business.
- 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:

- Managed domestic sales & export business in Asia pacific regions and started export business in SE Asian countries.
- Initiated channel sales activity for Conveyor belt which was mainly through Industries.
- 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
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