

## **CURRICULUM VITAE**



### **OMKAR LAXMAN MAYEKAR**

A wing/201, Shri Swami Samarth Krupa CHS,  
Lokmanya Nagar Pada no. 1,  
Opp. Hanuman temple, Thane (W)  
Mumbai - Maharashtra, India 400606

Age: 37 Years  
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### **Objective**

A spring to associate myself with any organization, which offers challenging Working environment, integrating individual growth along with the organization growth, wish to scale the corporate ladder and make it to the best level in the Respective field, which I can play a constructive & effective Role in growth of the Organization.

### **Highlights / Skills**

Active Listener / Cool under Pressure / Proactive / Adaptability / Diplomacy / Accuracy / Alertness / Attentive to details / Accept Feedback / Negotiation skills / Good communication skills / Effective interpersonal skills / Ability to deal with doubts / Self-confidence.

### **Professional Experience**

**Presently Working as Senior Sales & Marketing Engineer at M/S Verger Delporte Qatar – Switchgear Division (Doha-Qatar) since June 2017 till current.**

- Currently working as a Senior Sales Engineer, responsible for Sales of Low Voltage Switchgear Panel Boards and its Components / Accessories in Qatar Market under Franchise of Brand "Schneider Electric"

- Designed and implemented sales plans, identified re-sale possibilities and met the sales goals as planned
- Learned client and system needs by working closely with the company senior Sales team and other supportive department Engineers
- Learned and experienced in interacting more and more with existing and new customers, delivering relevant and true information.
- Gained good knowledge about understanding various trouble shoot issues/faults in switchgear panel boards at site, giving customers a best and quick support to resolve the trouble shoot issues.
- Pay close attention to all details specified by the customer or management, address all customer inquiries to increase customer satisfaction & highlighting product features and capabilities to prospective customers.
- Developed ability to have Cold & warm called for 5-6 new customers a day.(Focus mainly on MEP Contractors)
- Generated new accounts in both Private as well as Government sectors by implementing effective networking and content marketing strategies.
- Managed budget forecasting, goal setting, and performance reporting for accounts.
- Achieved monthly Target of 1 Million Qatari Riyals, exceeding 50-60% of its, most of the time.
- Delivered performance updates, Weekly & Monthly business reviews, and planning meetings.

**Worked as a Sales and Marketing Engineer at Oil & Gas Trading Division in Qatari Industrial Equipment WLL, Doha-Qatar since May 2013 till May 2017**

- Developed and implemented new sales and marketing strategies.
- Excellent oral and written communication, with superior grasping, Technical and Commercial skills.
- Prepared and met all sales objectives and overseen organization sale activities.
- Developed Superior knowledge in selling all kinds of Mechanical products like, Piping and Instrumentation valves, in metal and non-metal range, along with fittings, flanges, Gaskets and complete pipe line product range.
- Also developed knowledge and marketing skills for many more products related to Oil & Gas market for all other streams like, Electrical, Chemical & Instrumentation.

- Developed good relationship within Qatar directly with End-users as well as Contractors.
- Exceptional track record in business sector mechanical sales for current ongoing and future upcoming projects in Market.
- Maintained excellent relations with supplier and client networks.

**Worked as a CNC programmer & Production Shop Supervisor on Amada, Euromac and Finpower TURRET PRESS CNC m/c. in M/S Larsen & Toubro (Gate No.7)(Marine switchgears.) Mumbai -India since Aug. 2009 till June 2012.**

- Looking after shop floor manufacture (production) activities carried out.
- Effective Production Planning, Scheduling & Utilization of the Resources on daily basis. (I.e. Man, Machinery & Raw Material).
- Full Fledged Running of CNC Punching Shop as under,
- Manufacturing of the Components as per the Requirement of the Vendor Champion & Production Plan priority.
- Making Development drawings of switchboard components on Auto CAD
- Estimation of drawings for manufacturing process & material requirements.
- Doing the CNC Programming of AMADA VIPROS Punch press, FINNPOWER C5 punch press on Software **(FABRIWIN)&(METALICS)** EUROMAC punch press machines & also having knowledge of EDEL PUNCH PRESS m/c. Participation in vendor development program.
- Making production report at every month.
- Familiar with **ERP PROCESS** AND ITS VARIOUS TRANSACTIONS.
- Worked in **CDG(DESIGN DEPT.)**, Design structure and link arrangement of the switch board in **AutoCad 2007** and related fabrication components.

**Worked as a Sales Executive in SWITZER INSTRUMENT LTD, Mumbai - India since April 2009**

**Nov 2007 - Sep 2008. Floor Supervisor. Prijai Heat Exchangers Pvt. Ltd., Thane - Maharashtra - India**

Familiar with all **SS** related Manufacture along with fabrication process carried out over **Stainless Steel** products.

1. Also familiar with **Quality Assurance** norms and procedures to obtain best quality product.

## **Education**

- **AMIE** (Associated Member In Institution Engineering) , Dec 2008 - Part Time.
- **Dot Point Institute** , Auto Cad Designing, Feb 2008 - May 2008  
Passing with First Class.
- **Shreeram Polytechnic Airoli** , Navi mumbai, Diploma Engineering, Mechanical engineering , Jun 2004 - Jun 2007.  
**Passing with First Class With 61.00%.**
- **Smt. Sulochanadevi Singhania High School**, High School, ICSE( Delhi Board), Jun 2003 - Jun 2004.  
**Passing with First class with 66.00 %.**

## **Additional Skills**

- **Qatar Valid Driving License.**
- **Sales & Marketing Engineer** –Sales and Marketing for Oil & Gas products  
  
**Sales & Marketing for** Low Voltage Switchgear Panel Boards & its Components / Accessories
- CNC programming /Nesting over software's like **(FABRIWIN)&(METALICS)**, familiar with SAP (ERP) application, Design and creating development Drawings on Autocad.
- **Floor Production Supervisor** - Floor Supervisor in Production & Manufacturing at Industrial Level, Handling Shop Floor activities and manpower.
- **Quality Control** - Looking Up Over Production And Quality Control.

## **Honors and Awards**

**Athletics**, Feb 2003  
Played National Level in Athletics

## **Licenses and Certification**

Dot Point Institute, May 2008

For Completing Course of **Auto Cad Design**

## **Personal Details**

Fathers name	:	Laxman Arjun Mayekar
Dob	:	16th may 1986
Maritial Status	:	Married
Nationality	:	Indian
Language Known	:	Marathi, Hindi, English
Hobbies	:	Singing, Playing

Date :

Place : Doha - Qatar

Sign.

**OMKAR LAXMAN MAYEKAR**