



HARSHAL IJARE

SALES & SERVICE ENGINEER

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EDUCATION

BHARTESH POLYTECHNIC COLLEGE, BELGAUM

- Diploma in Mechanical Engineering

BEDEKAR INSTITUTE OF MANAGEMENT STUDIES

- Diploma in Materials Management

SKILLS

- Relationship Building
- Presentation
- Execution
- Teamwork
- Administration
- Time Management
- Effective Communication
- Marketing

PERSONAL

- DOB : Nov 23 1975
- Marital status : Married
- Offspring : 1 daughter

Solution's Provider, that's me.

Two Decades into selling Hand Tools & Garage Tools off the counter. In-depth Customer interaction and convincing skill expertise.

Additional knowledge of purchase & procurement procedures can be put into use.

Banking, Finance and day-to-day administration to be considered as an acquired skill.

Took a Day OFF to recharge MYSELF..!

WORK EXPERIENCE

- Provided value-based solutions to customers by discussing their requirements and suggesting suitable products for their use & applications.
- Maintained proper Inventory assuring no short falls due to easy and timely procurement.
- Presented effective Quotes and converted them into successful Purchase Orders.
- Negotiated Price, Terms, & Conditions.
- Prepared invoices accordingly.
- Ensured Timely deliveries to the customers using accurate supply chain modes and logistics.
- Offered guarantees on sold products with added benefit of replacements.
- Made sure timely Payments were received from Customers ensuring company's cash in-flow & also proper in-time payments were made to supplying vendors.
- Maintained P/L (Balance Sheets) with the help of Accountant. Saw all taxes were paid promptly which resulted in Business Development.

QATAR EXPERIENCE

2 years experience in a Water Treatment company as a Sales & Service Engineer where the scope of work involved meeting clients with works related to MEP/Construction, Facilities Management etc.