

# MAYUR KALGUDE

Sales Application Engineer / Channel management / Co-ordination/ Production Engineering / Marketing / Mechanical Designing/ Businessdevelopment engineer

## Objective

Highly motivated and detail-oriented mechanical engineer with 10 years of experience in designing, developing, and optimizing mechanical systems and products. Proven track record of delivering innovative solutions that improve efficiency, reduce costs, and enhance performance. Skilled in CAD design, finite element analysis, and project management. Strong understanding of mechanical principles, materials science, and manufacturing processes. Collaborative leader with excellent communication and problem-solving skills. Committed to staying up-to-date with industry trends and advancements to drive continuous improvement.

B-701, Shantam Skyline,  
Near Uma school char rasta  
Tarsali, Vadodara

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✉: mayurkalgude007@gmail.com

## Education:

Mechanical Engineering  
Government College of  
Engineering

Chhota Udaipur, GJ

Diploma of Higher Education

- Fundamental Engineering Concepts
- Hands-On Practical Training
- Technical Skill Development
- Industry-Relevant Curriculum
- Professional and Ethical Standards

## Certification:

- CAD Certification
- Best employee of the year award.

## Experience:

**Franklin Electric -USA**

**Channel management – Engineer**

**September 2023 – Till Date**

- Distribution Channel Strategy Channel Partner Selection and Recruitment
- Contract Negotiation and Agreement
- Training and Onboarding
- Market Analysis and Segmentation
- Inventory Management
- Marketing and Promotions
- Communication and Relationship Building by technically.
- Estimation and costing , proposal , Detail Application
- Technology Integration, Technical and commercial support.
- Compliance and Ethics

**HIS Pumps and Systems Pvt Ltd**

**Feb 2020 – Sept-2023**

**Senior Application Support Engineer.**

- Ensuring a complete knowledge production process
- New lead generation via online and offline platforms
- Reporting to the senior manager
- Maintain the HSE document.
- Make a techno commercial quotation for clients for suitable.
- Maintaining reports like inquiry data, client data, and pump data.
- Maintaining MIS reports.
- Maintain data in Odoo (our company's software data).
- Follow-ups for technical clarification
- Follow a strong negotiation path. And try to maintain a good relationship with clients.
- Selection of the best pumps as per client inquiry
- Maintaining interpersonal relationships.

**OMTECH engineers**

**May-2019 to Jan-2020**

**Operation Executive**

- Operation Documents handling Executive.

**Om Buffing Works**  
**March-2017 to May-2019**  
**Supervisor**

**Polycab Wires**  
**Feb-2012 to July-2016**  
**Junior Engineer**

**Skills:**

- AutoCAD Expertise
- Schematic Reading
- SOLIDWORKS
- AutoCAD
- MS Office. Word, Excel, Outlook, PowerPoint, and Access
- Google Drive. Docs, Drive, Forms, Gmail, and Sheets
- Spreadsheets, Excel, Google Drive, Open Office, pivot tables, vertical lookups, and macros
- Email: Outlook, Gmail, mail merge, filters, folders
- Presentations. ...
- Operating systems.
- Google Data Studio and Microsoft Power BI Systems
- Odoo ERP System
- SAP ERP System
- Oracle ERP System (E-1)
- Microsoft NAV ERP System.