

SONAL VASANT VAJALE

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To secure role by maintain & upgrade my knowledge and technical skills and these to be valuable assets for the growth organizations.

PROFILE SUMMARY:

- Proficient in utilizing IT tools such as MS with a keen aptitude for adapting to evolving market demands, including the integration of AI and Power BI for enhanced data analysis.
- Dedicated and results-driven professional with a proven track record of effectively analyzing data to identify sales trends, market dynamics, and customer preferences with a strategic approach and proactive mindset.
- Enhanced the knowledge of implementation techniques by implementation of ISO 9001:2008 to ISO 9001: 2015

PROFESSIONAL EXPERIENCE:



Business Analyst and Lead Coordinator

M/s. Environ Specialty Chemical Pvt Ltd

July'22 –till

Goregaon

Key Result Area: -

- **Dynamic business analyst and Lead Coordinator with a proven track record in the lubricant additives vertical.** Successfully analyzing data to identify sales trends, market dynamics, and customer preferences, driving strategic decision-making.
- Proficient in managing key accounts and consistently exceeding client expectations through proactive planning and execution.
- Successfully managed key accounts, demonstrating exceptional business and consistently exceeding client expectations through strategic planning, proactive approach.
- Accomplished in executing business for Synthetic Base Oil and other additives, with a portfolio exceeding 1112 MT.
- Skilled in inventory management, ensuring optimal stock levels to meet demand, and sourcing supplies internationally from Eastern, European, and US countries.
- Successfully develop procurement plans aligned with organizational needs and budget constraints, resulting in streamlined operations and cost savings.
- Successfully negotiated with key suppliers, achieving significant cost savings and mitigating risks.
- Maintaining good relationships with suppliers, resolving any issues that arise, and ensuring that suppliers meet their commitments.
- Working on import prices and maintaining a Price List, as well as ensuring that price revisions are approved and communicated effectively, involves a structured process to manage pricing information.
- Tracking sales numbers versus targets for each team member is a crucial aspect of sales performance management.
- Successfully develop business opportunities for the organization.
- Proactively monitored team activities, sales progress, sampling, and New Business Development efforts to optimize performance and identify improvement opportunities.

Achievements: -

- Achieved a 24% increase in business for the F.Y 2022-2023, with 3-4% attributed to new customers.
- Continued the upward trend in business for F.Y 2023-2024, securing 25-30 mt of business within 8 months.
- Developed business worth INR 1Cr within 6 months through successful sampling initiatives.
- Expanded business with existing customers by introducing new products and increasing volumes of existing ones by 17mt.
- Succeeded in communicating and initiating a business with existing accounts of the F.Y 2017-2018.
- Maintained active relationship with the current customer base and successfully grew existing accounts through up sales activities.
- Additional Support with action plan given to Supply Chain and finance for execution of PSU order in time frame.

Projects:

- Optimum level of Inventory through Demand Planning
- Proactive Credit Limit Adjustments: Calculated and submitted increased credit limit to avoid dispatch holds based on a predefined formula.

Key Result Area: -

- Efficiently initiate, develop & execute marketing and action plans for a targeted market of AMC of Siemens make EI in coordination with OEM and Indian Railway.
- **Tendering:** -
 1. Successfully execute Bidding process for signaling and Telecommunication.
 2. To effectively manage the tender process from pre-tender engagement through to submission and post-implementation review.
 3. Bidding Preparing Pre- Bidding documents to qualify technical and financial criteria as per tender notice and tender documents.
 4. Managing Bid Qualification.
- Successfully develop business opportunities for the organization.
- Improved significant customer relationships by serving as a single point of contact for all needs.
- Succeeded in monitoring and analyzing the data to gain new business.
- Enhanced a business in overall Indian railways from **74 stations to 346** stations.
- Developed and implemented a new territory coverage strategy which led to an increase **from 7 million to 100 million** in new sales revenue.
- Maintained active relationship with the current customer base and successfully grew existing accounts through up sales activities.
- Successfully dealing with OEM (M/S. Siemens) To procure and arrange a material. Also, successfully execute the deal for the MSDAC section.
- Ensuring yearly sales targets are achieved based on quarterly billing.
- Mentor the 76 engineers as per planned to meet the customer requirements.
- Successfully handle customer complaint and ensuring there should not be repeated problems.
- Significantly enhanced annual revenue by establishing and growing various new client relationships.
- Plan and prioritize personal sales activities in line with the marketing plan, Forecast & Projections & in coordination with the Regional Manager and Channel partner towards achieving the agreed sales target.
- Preparing time schedules and overall planning of the entire project execution phase.
- Friendly with Railway portals such as Shramik Kalyan portal and IRWCMS Portal.

Projects:

- Application of the time-saving technique to give a quick result.
- Working on EI installed and commissioned sheet to get summarized data for the enhancement of business.

Key Result Area: -

- Generating business in the chemical sector & water sector
- Searching of new clients who could give benefit from the products.
- Selling entire product portfolio and services via telephone to customers.
- Making telephonic conversion & emailing company profiles to generate lead.
- Qualify leads by generating inquiry.
- Establishing new and maintaining existing relationships with customers.
- Responsible for vendor registration.
- Supporting senior management.
- Making a technical presentation of our achievements which will help to make a client's needs.
- Responsible for attending the exhibition.
- Supporting to senior management & generating business in international countries.

Quality Engineer

Sep'15 –Apr'18

M/s. DINRACK INTEGRATED SYSTEMS

Virar

Key Result Area: -

- Internal control plans for Processes and manufacturing operations.
- Monitoring quality system.
- Maintaining requires documents to ensure first inspection quality, in process and final assembly quality records in database.
- Implementing ISO 9001:2008 to ISO 9001:2015.
- Maintaining calibration record of an instrument.

Sales Technical Engineer

Dec'14 –Aug'15

M/s. CEREC METALFORM PVT.LTD

Vile-Parle

Key Result Area: -

- Communicator between the Sales Department and Customer. And Sometimes directly with customer.
- Preparing technical parameters and sometimes process according customer requirements by using charts and geometrical relations.
- Monitoring compatibility of processes for the materials defined by customers with standards.
- Maintain all the back data and forming data to give effective advice to customer and plant to avoid problems and save customer cost.
- Developing charts and formulas for E-commerce.
- Preparing quotation as per requirements of customers.

Project-

1. Application of AutoCAD software for preparation of chart.
2. Developing Chart and formulas for E-commerce

ACADEMIC DETAILS :



- Perusing MBA in Business management from NMIMS
- Degree in Mechanical Engineering from Mumbai University with 74% in July 2013.
- Diploma in Mechanical Engineering from SBMP with 81% in July 2010.
- SSC from Madhvarao Bhagavat High School with 80% in March 2004.

TECHNICAL SKILL:

- Software Skills : AUTOCAD 2010, SOLIDWORKS 2012, CATIA V5.
- Technical : ASNT level II in LPT, MPT, UT and RT.

ACADEMIC PROJECTS :



Final Year BE Project	: On “Terminal Alignment Fixture for U power Omega Air Circuit breaker in L&T”.
Description	: Design a fixture by using solid works software and books for techniques to Reduce time for assembly and inspection.
Final Year Diploma Project	: “Crawler Crane on Solar Energy”.
Description	: Fabricated crawler crane working on solar energy by generating electricity With Photovoltaic cell.

INTERNSHIP EXPERIENCE :



M/s. SIEMENS
Project

: From Dec2009 to May 2010.
: Developed Excel programmed for packing arrangement.

M/s. Larsen & Toubro
Project

: From July 2008 to Dec 2008.
: Racking arrangement of Screw and Nut.

PERSONAL DETAILS :

Date of Birth

: 1st Oct 1988.

Address

: Flat No.104, First floor, Saiwadi CHSL, Saidatta Building , N.S. Phadake Road,
Andheri (East), Mumbai No:-400069

Language Known

: Marathi, English, Hindi.