


# ROSHAN SHINDE

## CONTACT

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## SKILLS

MS Office,

AI With Excel

MS Power BI,

Data Analysis,

Negotiation,

Communication,

Critical Thinking

Basic Python

Power BI

<https://www.linkedin.com/learning/certificates/95cc2c6735cd530b99b02a56f04b0719647a9a2b0e6a326e42fcb152337331b>

Ask Questions to Make Data-Driven Decisions Certificate

<https://www.coursera.org/account/accomplishments/verify/2YNWGKHKWHP>

Foundations: Data, Data, Everywhere  
<https://coursera.org/verify/3XD3QYVJYAYG>

Lean Six Sigma White Belt  
(Aveta Business Institute)

Six Sigma Yellow Belt (SSYB)

## WORK EXPERIENCE

### Zitrix technologies private limited (Pune)

Dec 2024 to Present Operation Manager

- Acquiring spare parts oversees tool and equipment maintenance, manages inventory, and monitors the budget to control costs and maintain financial efficiency.
- Gather and act on customer feedback to improve the services offered by the workshop.
- Monitor the shop's productivity and performance, striving for maximum efficiency and output.
- Review financial reports regularly to assess the shop's profitability and identify areas for improvement
- Process insurance claims and ensure proper billing procedures are followed.

### Cluster Head | Petromin Express India (Bangalore)

Dec 2022 To Nov 2024

- Managed the daily operations and sales for 8 workshops, and achieved breakeven for 3 workshops in just 6 months.
- Develop and execute strategic plans to achieve business objectives and growth targets
- Oversee and coordinate the activities of branch managers and teams.
- Working with senior management to create long-term strategies for business development and market positioning.
- Collaborated with other departments, such as marketing, finance, HR, and after-sales service, to ensure a cohesive approach to achieving business objectives

### Business Operations Manager | GoMechanic (Target One Innovation Pvt Ltd)

Jan 2019 – Oct 2022 / Pune, MH, IN

- Lead generation, workshop onboarding, agent onboarding, insurance company cashless tip up, workshop reconciliation B2B sales.
- Structured the Offline & online branding for growing the business.
- Maintaining and presenting the Sales MIS/Dashboard for an area in terms of the hot/cold customer database on a Weekly
- Collaborated with other departments, such as marketing, finance, HR, and after-sales service, to ensure a cohesive approach to achieving business objectives
- Establish production KPIs and conduct quality assessments.
- Implemented business strategies, increasing revenue and effectively targeting new markets.

### Body shop manager - Automobile

Shan cars Pvt Ltd July 2016 – Nov 2018 / Nashik, MH, IN

- Motor claim Documentation, negotiation with surveyor for loss assessment & stream lining insurance operations.
- Builds and maintains good working relations with insurance adjusters.
- Handles customer complaints as soon as possible, according to the dealer's instructions.
- Evaluates the cost of repainting undamaged vehicles (retail repairs), converting them to specific uses or customizing them.

**Body shop manager - Automobile****Unnati Vehicle Pvt Ltd April 2013- June 2016 / Pune, MH, IN**

- Motor claim Documentation, negotiation with surveyor for loss assessment & stream lining insurance operations.
- Builds and maintains good working relations with insurance adjuster
- Ability to communicate with Insurance companies during the estimating process to ensure coverage of all necessary repairs
- Establish production KPIs and conduct quality assessments.

**Workshop Manager - Pawar Automobiles****Eicher Motors dealers Nashik – Sap 2011 - March 2013**

- Responsible for overseeing workshop activities, managing schedules, and ensuring proper resource allocation for efficient and safe operations.
- identifies bottlenecks and inefficiencies, implementing improvements, while staying updated on new technologies to enhance workshop efficiency.
- Educate customers on maintaining their vehicles free from troubles and problems.
- oversees tool and equipment maintenance, manages inventory, and monitors The budget to control costs and maintain financial efficiency

**Educational Qualification**

QUALIFICATION	YEAR	BOARD/INSTITUTE	CLASS
S.S.C.	MARCH2002	NASHIK	43.86%
I.T.I.(Mechanical)	JUL2005	MUMBAI	78.67%
N.C.T.V.T	OCT2006	DELHI	81.44%
C.T.I.	JUL2011	CHENNAI	84.88%

**DECLARATION:**

I hereby declare that the information furnished above is true to the best of my knowledge.

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Regards,  
Roshan Shinde