

Curriculum Vitae

ROCKY RAVINDRA GHUTKE

Address: Plot no 149, Yadav nagar binaki layout Nagpur

PinCode: 440026

Contact no: 7507409159

rocky.ghutke1990@gmail.com

PROFILE SUMMARY

- 13+ years of experience in Engine, automobile, Sales and marketing.
- To achieve increase in sales / perfection by serving existing customers with company's stated quality products, timely delivery and reliable services with prompt response.
- Effective communication with strong analytical, problem solving and organizational abilities.

CORECOMPETENCIES

Organizational Experience

1) Motherson sumi wiring

- Working as a Section manager in sales & Marketing from 28/04/2025 to till date
- Handling costing for TML CV
- Commercial settlement
- Customer relationship management
- Regular sales.

2) Remsons Industries Limited

Kharabwadi, Chakan MIDC Pune.

- Working as an Assistant manager in sales & Marketing from 11/03/2024 to 01/04/2025
- Responsible to getting New RFQ from OEM customer.
- Market analysis, sales monitoring, target achievement, maintaining good relationship with all customers.
- Costing of new parts.
- Strong negotiation skills with customers.

3) Excel Controlinkage pvt.

Ltd. Hingna MIDC Nagpur.

Working as an Assistant manager in process and product development

- Target achievement region wise, Ensure growth as per set objectives.
- Implementation of company's' strategies and inputs.
- Identify the factors related to market, customer, competition, Brand performance and contribution, Develop relationship with key customers, Leading yearly exhibition and market presence activities.
- Recruitment, induction, training and development of the team

- Regular joint work with the team Area Sales Manager (North division)
- Costing of new product child parts and existing parts.
- B2B & B2C Sales, customer handling.
- New product & Existing Product development.
- Quality and production process improvement as per requirement.
- Analysis of customer complaint and action plan with using 7QC tools.

□ From 9/12/2021 to 05/03/2024.

4) PIX TRANSMISSION LTD.

Worked as a senior engineer with PIX TRANSMISSION LTD. From Jan'22 2018 to 10/08/2020.

5) Caterpillar INC. From Feb'03, 2014 to Jan'10, 2018 with "Perkins Engines Company Ltd" is a wholly owned Subsidiary of "Caterpillar Inc.", is primarily a diesel engine manufacturer.

"Green Field Project" For Manufacturing Mid-Range Power Generation Engines

Up to 2500 KW. Worked as a Senior Team Leader in engine assembly and testing.

- Visited to Stafford (U.K.) for new process understanding and implementing in our plant.
- SWE (Simulated Work Environment) In Caterpillar, Chennai (Tamil Nadu).
- 1 Month on Job Training In Caterpillar, Hosur (Tamil Nadu).

6) MAHINDRA & MAHINDRA FES Sector.

Engine Testing & Assembly process improvement (From 6 Aug 2010 to 31 Aug 2013)

EDUCATION

1) S.S.C. Matriculation from GuruNanak high school, Nagpur in 2006 with Marks:-53.33%

2) Diploma in mechanical engineering from Late Vasantdada polytechnic, Nagpur in 2010 with Marks: - 65%

3) Degree in " Industrial Engineering " from Indian institution of industrial engineering. In 2020

IT skills

- Proficiency in Microsoft Word, Excel, Power Points skills and good communication skills in English.
- Done advanced diploma in Computer application in 2006.
- SAP Business

Personal Details

Date of birth: 13/10/1990

Languages known : English, Hindi, Marathi.

PLACE: - Pune (MH)

(ROCKYR. GHUTKE)

