

Satish Shankar Tambe

BUSINESS DEVELOPMENT AND TECHNICAL HEAD
(INDIA) | ZOTUP S.r.l. ITALY | ZOTUP INDIA
CONSULTANT

Navi Mumbai

Address: D3-03, Utkarsh CHS, Khanda colony, Sector 11, Near Water Tank, New Panvel MH 410206

LinkedIn: <https://www.linkedin.com/in/satish-tambe-86169813b>

Twitter: @SATISHT07710957

Phone: +91 9860779664 / 8767412018

Email: satishtambe49@gmail.com

To associate with an organization where there is an ample scope for organizational as well as individual growth. Seeking, a position to utilize my skills & abilities in the industry that offers professional growth, while being resourceful, innovative & flexible.

Skills

Troubleshooting technical issues

Developing New Clients

Lead Generation & Leadership

Project Management

Resilience and tenacity

Competitor Analysis

On-Site Technical Support & Installation

Working in Govt sectors

Report Writing

Learning Skill

Team Working

BOQ Preparation

Research and Development



Membership

Life time Member of "Indian Society for Technical Education (ISTE)", IIT (D) Campus", CWC-Mumbai Member of National Federation of Engineers for Electrical Safety (NFE), P-MEMBER of Electro-technical Department (ETD) -07 Committee of Bureau of Indian Standards (BIS).

Work History

2021-07-Current

Business Development and Technical Head (INDIA)

ZOTUP S.r.l. Italy

- Handle the entire business and project for INDIA.
- Looking after Sales and Service.
- Get design approvals from Electrical Consultant and/or client
- Technical support and follow up to design and execution teams.

- Arrange quotations to customers, material delivery schedule and define payment terms. Taking followup of same.
- Track and resolve import shipment issues, if any, with CSA/CHA and customs.
- Educate Customers and make them satisfied with right information.
- Learn about competition and highlight our USP.
- Presentation on institutional, national and international platforms.
- Preparation of Technical documents, Power Point Slides and Product comparisons to validate product commercial value.
- Annual Management and Team Meeting at Head quarter, Italy to discuss on marketing strategies.
- Providing Solution to different types of projects such as Data Center, Hospitals, Laboratories, IT Commercial Building, Banks, Residential, etc.
- Dealing with Architect, PMC, Electrical Consultants & Contractors, Automation Panel Manufacturers, Electrical Panel Manufacturers, EV Charger Manufacturers, etc.

Runwal Group(MEP Team), Aditya Birla (Electrical Team),Tata Consulting Engineers, UbTech Consulting Engineers, Interics Design Consultants, Shashi Prabhu & Associates, Jacobs Consultancy, EPG Consultants, Lumina DC Aedium Design, Yash Consultants, Dhruva Engineering Consultant, Toyo Engineering India pvt ltd, Urja MEP Consultant, Darshika Consultants, KPM Engineering, Vikas Joshi Associates, Ajit Kulkarni Consultant, UKA Consultant, Eskayem Consultant, Design Technics, Hosmac Consultant, MEP Consulting Engineers, Mepcon Designs, ASSYSTEM STUP Consultant, Vidyut Sallagar, S N Joshi Consultant, Arnita Consulting Engineers, Chettiar Consulting Engineers, Shapoorji Pallonji, Crisil Ltd, Electromech Infraprojects Pvt Ltd, AEC Electricals Pvt Ltd, A D Associates, Arrow Engineers, Zenith Engineering, Vivid Panels, Goel Engineering, Aditi Electricals Pvt Limited, Sudha Ventilating Pvt Ltd, L&T infra, L&T ESE, Marine Electricals, Valvolines Cummins India Pvt Limited, Prince pipe fittings limited, Sintercom India Pvt Limited, POWER-ONE Micro System (EV Dept.), Bijlify and many more.

2018-10-2021-06

Business Development Manager (Technical) FRASER TECHNO CIRCUITS LIMITED, MUMBAI, MAHARASHTRA, Indian Partner for ZOTUP S.r.l. Italy.

- Managing the entire Mumbai also accountable for entire INDIA projects, on site and off site.
- Experienced in increasing sales revenues, exceeding targeted sales goals, developing profitable and productive business relationships, coordinating with decision-makers, and building an extensive client base, distinction of accomplishing multi fold revenue increase.
- Attained proficiency in Business Development & Operations activities.
- Proactively conducting opportunity analysis by keeping abreast of market trends and competitor moves

- Demonstrated excellence in Planning, Designing and Implementing Brand promotion activities, making product demo to increase product visibility.
- Corporate communication: preparation of business development related communication including corporate brochures, Technical documents, newsletters, etc.
- Traveling all over west region for business development and meetings with clients.
- Visited ZOTUP S.r.l Italy Manufacturing plant to update technical information about product and new development.
- Visited CTI laboratory Vienna, Austria for product testing.
- Technical inputs to R&D team for development of product.
- Importing and exporting of required material to/from Italy.
- Coordinating task of Indian Partner and Overseas partner.
- Liaisoning with Indian Railway entities, municipal corporations, MES, RAILWAYS, METRO etc.

2016-04-2018-09

Electrical Engineer (Sales & Service) ADITI Electricals, Nashik

- Electrical Contractors and Panel Manufacturers
- Continually follow up with customers for approval of product to get the enquiry from them.
- Gave company and product presentations to customers and company staff regularly.
- Identified sale possibilities by visiting new construction sites, meeting consultants, clients and consistently met the sales goals by Designing and implementing sales plans.
- Payment follow ups with the client and keep the track record to justify the sales with good margin.
- Provided after sales support such as installation & maintenance at site.
- Prepared estimations, proposals and BOQ.
- After getting order co-ordinate with design, fabrication and electrician team to complete work within given time frame.
- Maintained daily communications with customers to ensure resolution and proper follow-up.
- Provided onsite technical support to execution team.
- Projects Handled: Shirdi S.T Stand, PDVVP Education Campus, Kapse Paithani Showroom, Hotel Golden View Shirdi, etc

2012-01-2016-03

ASST. PROFESSOR, ASST. CEO, ADMISSION I/C, SPORTS I/C JAGDAMBA EDUCATION SOCIETY'S, S.N.D. COLLEGE OF ENGINEERING & RESEARCH CENTER

- Subjects Taught: Fundamentals of Microprocessor & Microcontroller, Advanced Microcontroller & its Applications,

Power Quality, High Voltage Engineering, Basic Electrical Engineering and Power System

- Conducted Extra-Curricular activities to explore student skills
- Guided Students for their Projects & Seminars
- Gave college introduction & engineering importance seminar to HSC & Diploma Candidate.
- Counselling to Junior college candidate & polytechnic candidate for future education
- Developed Indoor Sports room.
- Registration of college teams and Individuals for Zonal level Sports.
- Conducted State & National Level Technical Events such as Conferences, Project Exhibition & Talent search Exams.
- Conducted University Exams.
- Done periodic maintenance of laboratories, institute buildings and street lights.
- Developed new laboratories as per norms.
- Meeting with state & central government personalities, Railways, Power Plants etc for student & staff development Program

Education

Master in Technology: Power Electronics (2017)

R.K.D.F. Institute, RGPV University-Bhopal

Bachelor of Engineering: Electrical (2011)

S.N.D.C.O.E.&RC, SPPU (Pune University)- Nashik

H.S.C.: Science (2007)

Shree Ram Junior College of Science- Airoli, Navi Mumbai

S.S.C.: Semi English (2005)

Swami Vivekanand Vidyamandir-Dombivli, Thane

Software

Adobe Photoshop	
MPLAB	
MATLAB	
Electrical AUTOCAD	
SCADA	
MS Office	

Languages

Marathi	
Hindi	
English	
Italian	

Hobbies

Playing Cricket, Internet Browsing, Listening music, Designs in Photoshop, Software Handling.

Exhibitions & Conferences

Presented Products and Technical information to visitors and clients in following Exhibition

IRSTE Chennai Chapter 2019, Indian Railway, Chennai, TN
Middle East Exhibition- 2022, Dubai
Elecrama -2023, Noida, Delhi
Middle East Exhibition -2023, Dubai

Visited following Exhibitions and Conferences to gain knowledge and new technologies and to learn competitions.

Renewable Energy India Expo-2022, Noida Delhi
Smarter E Europe Expo-2023, ICM Munchen, Germany
EV Charging Infrastructure in India 2023 Conference, New Delhi

Curricular Research

Title: "Power Quality Enhancement Using Improved Hybrid DSTATCOM"

Area: Power Quality, Power Electronics & Power System

Objectives: To mitigate various issues like short & long duration voltage variations, harmonics, flickers, transients, power factor corrections so as to improve quality of power.

Publications

1. "The Power Quality Enhancement Using Improved Hybrid DSTATCOM" - Mr. Tambe Satish Shankar¹, Mr. E Vijay Kumar² and Mr. Vivek Yadav², International Journal of Research & Science Publications (IJRSP), Volume-02, Issue-01, April-2017.
2. "Review on Hybrid Topology Based DSTATCOM For Reactive And Nonlinear Load Compensation" - Mr. Satish S. Tambe¹, Mr. E Vijay Kumar² and Mr. Vivek Yadav², International Journal for Science and Advance Research in Technology (IJSART), Volume-03, Issue-04, April-2017
3. "Conventional and Improved DSTATCOM Topology to Mitigate Power Quality Issues" - Mr. Satish S. Tambe¹, Mr. Pavan N. Salunkhe², Mr. E Vijay Kumar³ and Mr. Pawan C Tapre⁴, International Journal for Scientific Research and Development (IJSRD), Volume-04, Issue-11, Jan-2017.
4. "Enhancement of Power Quality Using D-STATCOM" - Mr. Tambe S. S.¹, Mr. Salunkhe P. N.² and Mr. Tapre P. C.², International Journal for Innovative Research in Science & Technology (IJIRST), Volume-3, Issue-7, Dec-2016.

Strengths

- Good communication skills
- Optimistic and positive approach towards achieving Goals
- Quick learner, smart working and ability to work independently
- Decently organized - can prioritize work schedules, manage time effectively and meet deadlines

- Good presentation and event management skills
- Ability to remain calm and can work efficiently in any environment
- Good humour helps in making new people comfortably friendly
- Good Time Management skills
- Good Technical Skill.

Declaration

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

(Satish Shankar Tambe)