


Yogesh Sukdev Badgujar

Sales | Business Development | Key Account Management | CRM

Experienced Sales Manager with rich & qualitative experience of 12+ years in **Key account management** majorly in automotive business; targeting growth- oriented opportunities with reputed organization.

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Core Competencies

Sales
Business Development
Key Account Management
Project Management
Sales Training & Leadership

- Possess an integrated set of competencies in key functional areas like **Sales, Business Development, Key account Management and CRM**
- Gained extensive exposure in **Project Management** for execution of various automotive projects
- Exposure to diversified segments of the industry like Automotive, Industrial, Off-road Vehicles, Engines, Compressors etc. in span of 12 years of career
- Experienced in various Product Installation Trainings to OEMs like Tata Motors, Mahindra and Mahindra and Force Motors as a part of "Value Selling" initiative of the organization.

Profile Summary

Personal Details

Date of Birth:

11th September 1986

Languages Known:

English, Hindi, Marathi

Address:

03, Shivam Nitya,
Chaudhary Park, Wakad
Pune- 411057

Notable Accomplishments

- Key Account Management:
Forecasting, Planning and execution and maintained Vendor Rating for all Automotive Customer above 95%
Price revisions based on the RM/Forex indexing
- Instrumental Role in increasing the profitability of the business through various measures

Extracurricular Activities

- Member of organizing committee for event "HR Meet 2011" at BIIB Pune
- Worked as an Organizer in Project committee in 2008 for the cultural event "Shivanjali" at AISSMS COE Pune

Education Details

- PGDM- International Business and Marketing, Balaji Institute of International Business with First Class with Distinction
- B.E. (Mechanical Sandwich) from Savitribai Phule Pune University, Pune (Formerly University of Pune) in 2009 with First Class with Distinction

Organizational Experience

Alleima India Private Limited as Sr Manager- Key Accounts Sales

JUL-23 to present

Key Result Areas:

- Responsible for NGV customers in India namely Maruti Suzuki, Tata Motors, Ashok Leyland, Volvo Eicher, Force Motors. NGV business contributes 30% (100 Cr) turnover of the organization.
- Exposure in Project Management for all new businesses, ensuring end to end responsibility
- Handling Price negotiations with all key customers for RM/Forex indexing.

Donaldson India Pvt Ltd as Manager- OE Sales

May' 21- Jul-23

Key Result Areas:

- Leading the Compressor and Compressed Air Filtration Business in India, handling the key accounts like Atlas Copco, Ingersoll Rand, Elgi Equipments, Doosan
- Successfully established the distributor network for the Compressed Air Filtration Business in India

Swagelok – Bombay Fluid System Components as Sales Manager- OE Sales

May-18 to Jul-21

Key Result Areas:

- Leading the Alternate Fuel division which contributes 40% (10 Cr) turnover of the business Unit, handling the key accounts like Tata Motors, Mahindra and Mahindra, Force Motors, Maruti Suzuki, Ashok Leyland, Greaves Cotton, Bajaj Auto etc.
- Exposure in Project Management for all new businesses, ensuring end to end responsibility • Handling Price negotiations with all key customers for RM/Forex indexing.

Previous Experience

Mann and Hummel Filter Private Limited as Asst. Manager- Sales

JUL'15-May'18

Key Result Areas:

- Responsible for over 35% sales of the business unit Sales target from the key customers like – Mahindra and Mahindra, Atlas Copco (Air Compressor), Kirloskar Group, Tata Motors, John Deere, Wirtgen.
- Pivotal in new business acquisition from Mahindra tractors for Crank Case ventilation system, with the close coordination between center on competence in Germany and China.
- Instrumental role in localization Projects of Air Oil Separator products portfolio to improve overall EBIT by 15% with
- Developed crucial accounts for the organization like John Deere, Greaves Cotton etc. generating valid Business case for localization project in India.

Harita Seating Systems Limited (TVS Group) as Asst. Manager- Sales

May'12-Jul'15

Key Result Areas:

- Single handedly responsible for 60 Cr annual business for west region which was contributing 20% turnover of the organization
- Effectively handled key customer like Tata Motors, John Deere, Mahindra Tractors, TAFE Tractors, JCB, Hyundai Construction equipment etc.

Soft Skill

