**CURRICULUM VITAE**

**Name :** Mr. VAIBHAV A. ARWARI

**Course :** BE – Chemical (First Class with Distinction)

**College :** MIT Academy of Engineering, Pune

**Email Address :** vaibhavarwari94@gmail.com

**Contact No :** 9969824814/8983408239

**Permanent Address :** B-2/301, CHARKOP KESAR CHS. CHARKOP MARKET, KANDIVALI (WEST), MUMBAI 400067

**Area of Interest:** Process Engineering Design, Project Management, Sales and Marketing

**WORK EXPERIENCE:**

**Advance Paints Pvt Ltd. Mumbai**

**Sales Officer-Technical, 1st February 2017 to Present**

* Maintained and develop existing and new customers and to get more specific market insides.
* Attained Proficiency in expanding the business operations and sales activities in Gujarat and Maharashtra region.
* Attended trade shows and retail conventions.
* Follow-up of customer payments.
* Cold call, direct email, and perform other lead generation activities.
* Providing Customers with competitive quotations.
* Currently Project handling at GNFC, Bharuch Site.

**Mahesh (India), Mumbai**

**Sales Manager, 1st August 2016 to 31st January 2017**

* Maintain and develop existing and new customers and to get more specific market insides.
* Achieve assigned sales goals in accordance with the regional marketing and sales plans. Work proactively with customers, look after competitor activities and ensure sale objectives are met within organization strategy.
* Follow-up of customer payments.
* Cold call, direct email, and perform other lead generation activities.
* Develop and execute new concepts, business models, channels and partners to position business as innovator and leader.
* Take part in exhibitions and conferences
* Maintain and develop a computerised customer and prospect database.

**ACADEMIC QUALIFICATION DETAILS:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **University/ Board** | **Month & Year of Passing** | **Percentage** | **Remarks** |
| B.E. | Savitribai Phule  Pune University | 2016 | 76% | First Class with Distinction |
| H.S.C | Maharashtra State Board | FEBRUARY-2012 | 68.67% | First class |
| S.S.C | Maharashtra State Board. | MARCH-2010 | 92% | Distinction |

**MAJOR PROJECT:**

* **Production of Biodiesel from Waste Cooking Oil.**

**MINI PROJECTS:**

* Experimental Studies on Plate type Heat Exchangers for Various Applications.
* Production of Biodiesel from Algae.
* Electricity Generation from Waste Water Using Microbial Fuel Cells.

**PUBLICATIONS:**

Paper published on “Experimental Studies on Plate Type Heat Exchangers for Various Applications” in “Process Modeling, Simulation, and Environmental Applications in Chemical Engineering” by Apple Academic Press Inc. CRC Press Taylor & Francis group ( **ISBN:** 9781771883245)

**PRACTICAL TRAINING:**

|  |  |  |
| --- | --- | --- |
| **Name of the Company** | **Period** | **Training Description** |
| RASHTRIYA CHEMICALS AND FERTILIZERS, CHEMBUR | One Week | UNIT OPERATIONS AND PROCESSES WITH PLANT VISIT |
| BHARAT PETROLEUM,CHEMBUR | FOUR WEEKS | CDU-VDU UNIT -III |

**CERTIFICATION COURSES:**

* Certification of training in ‘Process Design Engineering’ One Month full Time from SB Technologies, Mumbai.
* Certification of training in ‘INDUSTRIAL AUTOMATION’ One Month Full Time from EDUCATE TO AUTOMATE, PUNE.

**SOFTWARE KNOWLEDGE:** MS OFFICE, AutoCAD, Aspen Hysys, Workbench

**Hobbies:** Play Musical Instruments, Travelling, Play Chess, Reading News Papers, Internet Surfing.

**PERSONAL DETAILS:**

Name : ARWARI VAIBHAV AJAY

Date of birth : 19/03/1994

Gender : MALE

Nationality : INDIAN

Languages Known : ENGLISH, HINDI, and MARATHI.

Passport Details : Passport No: M5698509, Validity: 21/01/2015 to 20/01/2025

**DECLARATION:**

I hereby declare that the information given above is true to the best of my knowledge & belief.

Date: Signature:

Place: Name: ARWARI VAIBHAV AJAY