

GORAK GATKAL

Email: gorakshgatkalk@gmail.com

Phone : (M)+973 34047681 (Bahrain)
+91 8600076035 (INDIA)

WhatsApp: +971 552522651 (UAE)

Total Experiences: Sales and Business Development: 7 Years

Field of Experience: Products (Hardware & Software) and Projects Based Solutions.

Current location: Manama, Bahrain.

A seasoned professional having a proven and impressive track record of winning new business and making positive things happen. I can take the lead in any sales process starting from lead generation and polished negotiation when closing deals. I am well versed in developing, evaluating, and prioritizing those tasks that will help to win contracts and business. As a natural team player, I have superb leadership qualities, along with the personal gravitas and presence required to make an immediate impression in any face to the face sales meeting. I am easily able to develop partnerships with clients and quickly gain an understanding of their real needs. Right now I am looking for a role that offers me excellent and diverse opportunities for career progression.

PROFESSIONAL EXPERIENCE OVERVIEW- CURRENT: BAHRAIN (GLOBAL & GCC)

Organization	Designation	Location	Duration	Period
Gulf Downstream Association (GDA), Bahrain.	Sr. Sales Specialist	Manama, Bahrain.	6 months	Jan 2020- Till Date

GDA is a pioneering association and “point of reference” for all Downstream Oil and Gas Industry, which was established by **Saudi Aramco (SA)**, **Kuwait Petroleum International (KPI)**, **Bahrain Petroleum Company (BAPCO)**, **Kuwait National Petroleum Company (KNPC)** and **Abu Dhabi National Oil Company (ADNOC) Refining**.

Key Responsibilities:

- Consistently Identifying New Prospects from different market segments and developing Sales Funnel to generate business revenue.
- Making sure that all sales opportunities are fully explored and captured.
- Retention of Existing Customers through relationship development along with achieving the sales targets.
- Carrying out competitor’s analysis regularly to suggest and help to improve the service level.
- Reporting through weekly, monthly and quarterly Sales Action Plans.
- Attending Exhibitions, conferences locally and internationally related to the business line, to get new prospects through networking and referrals.
- Developing a good relationship with the client through understanding customer’s goals and need analysis.
- Campaigning to promote GDA locally, regionally and internationally through various ways like digital platforms and through personal networking to increase the brand image.
- Maintaining the detailed customer database and following up for the payment.
- Supporting technical departments in delivering best-desired services to customers to retain the customers.
- Working mainly in domains like **Oil & Gas and Petrochemicals, Chemicals, Power, Energy**.
- Dealing with some of the leading **Refineries, Gas Processing Plants, EPCs, Technology Licensors/Catalysts, OEM, Engineering- Software Solution Providers, Consulting Firms, Government Organizations** and many more.

PROFESSIONAL EXPERIENCE OVERVIEW- PAST: UAE

Organization	Designation	Location	Duration	Period
SCIENTECHNIC LLC (SIEMENS), DUBAI, UAE.	Sr. Sales Engineer	Dubai, UAE.	3 Year 4 months	August 2016- Dec 2019

It is part of Easa Saleh Al Gurg Group Company, working in the field of Industrial Automation and Control products. SCIENTECHNIC LCC is Sole Distributor and also a Local share holder of **Siemens ME**, Dubai. Its Automation wing is providing Automation and Instrumentation Turnkey solutions, right from Design, Engineering, Manufacturing, Testing, Supply, Erection/Installation, Commissioning and Services, Annual Maintenance.

Key Responsibilities:

- Sales efforts and reinforcing with forecasting and lead generation through keeping track of future upcoming Projects thought various Private EPCs, MEPs and contractors, Government Agencies, Project and Technical Consultants etc.
- Defining market segments for associated project coming up in Sales Funnel list.
- Making sure that all sales opportunities are fully explored and captured.
- Reporting through weekly, monthly and quarterly Sales Action Plans through CRM.
- Achieving Sales target in specific region for Automation,Control(PLC, SCADA, HVAC control) and LV-Switchgear's and Enclosures.
- Catering Customer across UAE- especially Dubai and Northern Emirates.
- Meeting Customer, offering Solutions, making offers and Proposals.
- Arranging Delivery, Collecting Payment.
- Taking care of entire sales process from Customer finding, enquiry generation to Payment collection.
- Vendor Registration: Completing Vendor registration process by contacting Procurement department Of Various Government, Sami-government, Private sector companies.
- Studying RFQs and Tender enquiries received: Technical specifications, P&IDs, GA drawing and arriving to right BOQ with pricing from appropriate Vendors.
- Making sure that detail technical offer compiling all technical specifications, System configurations and datasheets.
- Scope and technical requirements discussion with clients, proposing appropriate Solution and Systems.
- Contacting vendors for offers and negotiating for best prices.
- Attending techno-commercial meeting. Resolving all technical bid queries during pre-tender meetings.
- Order follow-ups, Payment follow-ups.
- Attending project kickoff meetings and Project co-ordination.
- Attending Exhibitions, conferences related to business line to get new prospects and developing good relationship with client.
- Well-versed with Key Account Management and Channel Partner Model.
- Working on various domains like **Power, Energy, Oil & Gas, Petrochemical, Food & Pharma- Process Industry, Utilities, Infrastructure.**

- Dealing with the leading EPCs, OEMs, and System-Integrators, Engineering Service Providers, Government organizations like SEWA, DEWA, DM, ADSSC, TAKREER, EGA etc. along with EMAAR.

PROFESSIONAL EXPERIENCE OVERVIEW- PAST: INDIA

Organization		Location	Duration	Period
Ditap-VAutomation Pvt. Ltd. Pune, India(Honeywell Channel Partner)	Asst. Manager-Sales and Business Development	Pune, India	3 Years, 3 Months	June 2013 to August 2016

DVPL is one of the leading Automation Company based in Pune. A leading player in, offering turnkey automation solutions for major process industries like Water, Utility, Sugar, Power, Distilleries, Milk- Dairies, Chemical plant, Oil and Gas,Material Handling and Water across the Globe. DVPL is a biggest Channel partner of Honeywell India Automation.

Role One:

Designation:Sales and Estimation Engineer (June 2013 to July 2015) **Location:** Pune/India.

Key Responsibilities:

- Identified business opportunities/ potential customers and creating key accounts.
- Designed a proper marketing strategy for client mapping - Master Account Plan (MAP)
- End-to-End Interfacing : Internally with various departments and externally with clients
- Relationship management with clients- OEMs and End users, EPC contractors, consultants, industry bodies.
- Getting approval and registrations with various consulting bodies and government bodies
- Preparing proper techno commercial proposals - Client presentation - Proposal submission
- Techno-commercial negotiations with the clients -Price, Product/solution and Credit terms - Closing deal - Order pick up and payment follow-ups.
- Coordination with execution/project team to meet Delivery dates.
- Managing opportunity funnel with details of all opportunities from 'Prospecting' stage to 'Order Won' stage.
- Sales efforts and reinforcing with forecastingand lead generation through keeping track of future upcoming projects thought various Private/ Government Agencies, Project and Technical Consultants etc.
- **Area/Region:** Handling entire Maharashtra (except Mumbai), Goa, Karnataka, Chennai and Bangalore.

Role Two:

Designation: Asst. Manager-Sales and BD (August 2015 to August 2016) **Location:** International/India

Key Responsibilities:

- Developing strategy for Business development in GCC region.
- Handling current Customer base in India through Sales team.
- Finding potential prospects from GCC region like end Users, EPCs, Contractors, Consultants.
- Establishing business communication with potential prospects, convincing them for value addition and benefits we will be offering to them.
- Successfully initiated business communication for collaboration with more than two dozens of clients within a short span of time, along with handling existing client base in India.
- Ensuring a targeted, proactive and commercial approach to business development.

- Utilizing extensive and existing industry insight and intelligence to propose new solutions to existing and prospective clients.
- Constantly reviewing procedures and processes to look for ways to make them more efficient.
- Developing customer awareness of the company's services.
- Successfully done vendor registration in jaunts like Saudi Aramco, Petro Rabig.

ACHIVEMENTS:

- Participated HONEYWELL's "APAC Channel Growth Conference" held in BALI, INDONESIA from 8th Feb to 13th Feb. 2015 on behalf of Ditap-V Automation.
- Nominated as "Employee of the Year: Bounty Award" from all the 2500 Honeywell channel Partners sales force through the APAC region for year 2015-2016. "APAC Channel Growth Conference" held in Bangkok, Thailand on Feb 23rd. to Feb 26th, 2016.

CORE COMPETENCIES AND SKILLS

- Technical knowledge PLC/SCADA/DCS, RTU Systems, Communication Switches, CMMS Systems,
- Field Instrument knowledge: Level, Temperature, Flow, Pressure measurements, Control Valves etc.
- Strategic Sales and After sales Service Management
- Presenting and Pitching Developing Partnership
- Excellent Communication skills
- Ability to handle Complete Sales Responsibility Independently.
- Techno-Commercial Acumen
- Tactful Negotiations Skills
- Client Handling - Customer Relationship Management
- Good Team Player
- Quick Adaptability to New Environment/Situation
- Taking Complete Responsibility with Ownership
- Hands on Working Experience on CRM, SAP Systems.

ACADEMIC CREDENTIALS

Qualification	Stream/Specialization	Institute/University/Board	Percentage	Batch
B.E.	Electronics	University of Pune-INDIA	65%	2009-2013
HSC	Science	State board- Maharashtra- INDIA	66%	2008-2009
SSC	General	State board- Maharashtra-INDIA	82%	2006-2007

PERSONAL DETAILS

Date of Birth: 9th September, 1991
Father's name: Mr. Harishchandra Gatkal
Nationality: Indian
Marital Status: Married
Languages known: English, Hindi, Marathi
Passport no: M2673734 Valid still 2024.
UAE Driving L. No. : 3759714