

SALIL OSTWAL

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EDUCATION			
Degree/Qualification	Institute	Percentage/CGPA	Year
MBA (Expected April 2019)	Indian Institute of Technology, Kanpur	-	2017-Present
B.E (Mechanical Engineering)	RSCOE, Pune (University of Pune)	65.4	2012-15
Diploma (Mechanical Engineering)	Cusrow Wadia Institute of Technology, Pune	83.36	2009-12
SSC (10 th)	Jai Hind High School, Pimpri, Pune	87.53	2009

WORK EXPERIENCE	
ISMT LIMITED Marketing Executive Project : Seamless Tubes <ul style="list-style-type: none">Sale and Execution of orders for domestic bearing race manufacturersUpdate and respond export clients, predominantly traders based out of US/Canada, regarding the production schedule, technical clarifications, documents (shipping or otherwise) , LC terms & conditions, payments due etc.Present a detailed report regarding the order execution status (for some of ISMT's biggest customers) to the top management periodically	Pune Feb 17 - Jul 17 • 4 Months
KIRLOSKAR PNEUMATIC COMPANY LIMITED Graduate Engineer Trainee - Sales Project : Reciprocating Air Compressors <ul style="list-style-type: none">Understand customer requirements & accordingly select appropriate compressor modelsFloat Enquiries for customized requirements of bought out items (Dryers, Motors, Receivers etc.), negotiate with the vendors for the same, cost the entire compressor package and submit a detailed techno commercial offer to the customer through the regional teamsSupport the regional teams for all the techno commercial clarifications and special approvals they might need to convert the enquiriesScrutinize the PO for all the technical and commercial clausesSupport seniors in tendering and conduct order transfer meets for project orders, wherein the road map for order execution is laid out	Pune Aug 15 - Jul 16 • 12 Months

POSITIONS OF RESPONSIBILITY	
KPCL, PUNE	<ul style="list-style-type: none">Solely responsible to formulate a price list for Air Cooled, VFD based, Reciprocating Compressors which was released after an approval from the top management

ACHIEVEMENTS	
ISMT LIMITED	<ul style="list-style-type: none">Converted enquiries for a number of domestic clients and ensured that the customer is never kept waiting, either for an offer or otherwise for a response from our side

OTHER INTERESTS AND HOBBIES	
Swimming • Reading (Indian history post-Independence/ Mahabharata/ Articles on International affairs) • Playing Sudoku	