

Ajay S. Wadekar
B.E. (Chemical)
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Objective: To pursue a challenging career and be a part of a progressive organization that gives scope to enhance my knowledge and utilizing my practical and theoretical knowledge in the growth of the organization.

Academic Qualification:

Course	Name of Institute	Year of Passing	CGPA/ Percentage
B.E.(Chemical Engineering)	S.S.B.T. College of Engineering & Technology	2020	7.56
H.S.C.	Shri R.L.T. College Of Science, Akola	2016	58.72
S.S.C.	Shri Gajanan Vidhyalaya, Akoli, Jahangir	2014	82

Work Experience:

Technical Sales Engineer

Uniteq industries llp, Mumbai

1-Sep, 2021

- Dealing with queries on the phone and by email.
- Arranging travel and accommodation of applicators.
- Plans and executes all web, SEO/SEM, database marketing, email, social media, and display advertising campaigns.
- Making proforma invoice, Tax invoice and taking after sales follow-up.
- Meet with clients at appointments for sales presentations
- Follow up on solid products to ensure the customer is happy and maintain CRM
- Acquire new customers by winning them over from competitors and discovering new opportunities

Technical Sales Engineer

Unique Speciality Chemicals, Mumbai

1-july, 2021

- Support sales executives with solution selling into prospect account base
- Partner with sales executives to plan, prepare and execute on strategic deals in complex sales cycle
- Meet with clients at appointments for sales presentations
- Follow up on solid products to ensure the customer is happy and maintain CRM
- Acquire new customers by winning them over from competitors and discovering new opportunities

Quality Control Engineer

AMITY RESINS, Sarigam

(20- Aug 2020 to 1-July 2021)

- Taking R&D batches, Plan and coordinate production engineering processes on a daily basis to produce high Quality products. Resolving product issues.
- Ensuring Quality through in-process material, incoming and final product.
- Approving production batch as per the quality standard. Approving raw material as per ISO, ASTM standard.
- Develop ideas for managing and leading projects until they become real products through research and development.

➤ **Industrial Training & Visits:**

1. Implant Trainee at **HINDUSTAN UNILEVER LIMITED**, Khamgaon (1 MONTH)
Completed the case study on “**Process Study and Project on to avoid carryover of sweet water from 3rd expansion vessel tank to cooling tower**”
2. Industrial Visit to S.K. formulations India Pvt. limited, Thane
3. Industrial visit to Jain Farm Fresh Food limited, Jalgaon

Paper Published:

- **Production of Itaconic Acid from Carbohydrate Rich Material by using Fungi”, International Journal for Research in Applied & Engineering Technology volume8, Issue-V**
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Project work:

- Worked on the project of "**STUDY OF MECHANICAL PROPERTIES OF POLYPROPYLENE-COCONUT SHELL MATRIX COMPOSITE**" to study it's mechanical properties and recovery of the some drawbacks of polypropylene.
 - Worked on the project of "**Extraction of Limonene from Orange Peel**".
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Achievement:

- Awarded an amount of Rs.3000 by Honorable Gujarat CM Mr. Narendra Modi as the School Topper in 2011.
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Interpersonal Skills:

- Ability to cope up with different situations
- Adapt easily to new concepts and responsibilities
- Adaptive and willing to learn new things.
- Open to Feedback

Areas of Interest

- Technical sales
 - Technical service
 - Business Development
 - R&D / Marketing
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Other Personal Details:

Name	Ajay Shrlkrishna Wadekar
DOB	6 July 1998
Gender	Male
Language Known	English Marathi Gujarati Hindi

Declaration:

I Mr. **Ajay Wadekar** hereby declare that the above-mentioned information is correct up to my knowledge and bear the responsibility for the correctness the above mentioned with required documentary proof.

Date:

Place:

(SIGN)
AJAY WADEKAR