

# VISHAL S. JOSHI

401, F-Wing, 4<sup>th</sup> Floor  
The Comfort Zone  
Ekadant Nagar,  
Ambad Gaon, Ambad,  
Nashik - 422010,  
Maharashtra

Cell: +91 9869736931  
+91 9867976339

Email: [vishallit9@gmail.com](mailto:vishallit9@gmail.com)  
[vishal\\_lit@rediffmail.com](mailto:vishal_lit@rediffmail.com)

## WORK EXPERIENCE

- 1. Rochem Separation Systems India Pvt Ltd, Mumbai.** (Sr. Manager - Sales)  
Nov 25, 2013 To Continued.
  - Business Development / Sales - EPC Projects: Desalination / Oil&Gas/ Refinery/Petrochemical/ Fertilizer Domain , Water&Waste Water Treatment / Membranes / Standard Systems with HPCL, BPCL, IOCL, GAIL, OIL, RIL, MRPL, CPCL, etc
  - Project & Product Sales with Oil/ Petroleum/Refinery Companies through Project Management Companies
  - Vendor Registrations with EPC Project Management Companies like Toyo Engg, TCE, Uhde, Mott McDonalds, Jacobs Engg, EIL - New Delhi, Technip, UEM
  - Identifying Business Potential, Bid Submission
  - Pre-bid & Post- bid meetings for Tenders, Reverse Auction for e-bidding
  - Commercial Negotiations
  - Potential Mapping of Business - Projects / Products
  - Relationship building with customers/consultants
  - Appointment of Dealers / Distributors
- 2. Hyflux Engineering (India) Pvt Ltd. Pune.**  
21 Jan 2013 - Oct 16, 2013.
  - Business Development / Sales - EPC Projects: Oil&Gas/ Fertilizer/ Power Plants Chemical& Petrochemical Segment , Water Treatment, Energy / Membranes / Standard Systems
  - Opportunity Tracking
  - Potential Mapping of Business – Projects / products
  - Relationship building with customers/clients
  - Payment collection/ AR
  - Tender submission
  - Identifying Business Potential
  - Pre-bid & Post- bid meetings for Tenders
  - Commercial Negotiations
- 3. Ion Exchange (India) Ltd. Mumbai.**  
20 July 2009 - 18 Jan 2013.
  - Business Development – Oil&Gas / Petrochemical /Fertilizer/ Power Plants/ Resins/ Engg Products / EPC Projects with HPCL, BPCL, IOCL, GAIL, OIL, RIL, MRPL, CPCL, etc
  - Business Development for Industrail Projects / Membranes / Equipments across Oil&gas/Petro/refinery & Fertiliser sector.
  - Opportunity Tracking
  - Potential Mapping of Business
  - Relationship building with customers/clients

- Payment collection/ AR
- Tender submission
- Pre-bid & Post- bid meetings for Tenders
- Online tender submission,/ Reverse auctioning
- Negotiation of Sales / Prices with Oil&gas/ Petrochemical end users
- Identifying Business Potential
- New Business and product strategies
- Interaction with internal departments/ various technical divisions
- Product Demonstrations.

#### 4. **First Global Financial Services, Mumbai.**

7 May 2008 - 17 July 2009.

- Analyst - Business Development: Oil&Gas/Energy/Chemicals
- Analysing business of the companies under coverage.
- Discussions with company managements, industry bodies.
- Tracking macro and industry level indicators.
- Delivering presentations/reports to Oil&Gas/ Petrochemical clients.
- Analyzing and reconciliation of the market data across the national/ international business and monitoring the trend.

#### 5. **Goodlas Nerolac, Mumbai.** 25 March 2004 - 17 Aug 2005.

- Research & Development / Quality Control

#### 6. **Asian PPG Industries Ltd., Mumbai**

10 Nov.2003 - 23 March 2004.

- Techno-commercial Service at General Motors (Halol, Baroda-GJ), Sales Projections & Forecasting for Coatings, Planning & Scheduling, Business Development, Six-Sigma, Client Management, TQM, TPM, 5S, Customer Relationship Management.

### EDUCATION

MBA (Mktg) Oil&gas	2006- 2008	UPES Dehradun	3.46/4.00 SGPA (Stood amongst Top 10)
B.Tech Chemical (Oils)	2003	LIT Nagpur	75.07% (3 <sup>rd</sup> top at University)
Diploma Chemical Tech	2000	Mumbai Board	64.00% (4 <sup>th</sup> top in Board)
H.S.C.	1997	Pune Board,Mahaarashtra	65.50% (First Class)
S.S.C	1995	Pune Board, Maharashtra	75.14% (Distinction)

### SUMMER INTERNSHIPS / INPLANT TRAININGS

1. Summer Internship at Adani Energy Ltd., Ahmedabad.  
Duration: 4th June 2007 - 31st July 2007.
2. National Chemical Laboratory (NCL), Pune.  
Duration: 14th May 2002 - 14th June 2002.
3. Akzo Nobel Coatings India Pvt. Ltd, Bangalore.  
Duration: 23rd Nov 2001 - 11th Dec 2001.

4. TATA Motors, Pune.  
Duration: 24th Dec 1999 - 10th May 2000.
5. BASF Industries Ltd., Pune.  
Duration: 20th May 1998 - 31st Oct 1998.

### COMPUTER SKILLS

- Networking, SAP, MS Office, Power Point

### PROMINENT ACHIEVEMENTS

- Acquired Second Prize at National Level For Model Making Competition at Regional College of Engineering Nagpur, Maharashtra, in ODYSSEY FESTIVAL 2002.
- Diploma Merit Scholarship for Fourth Semester.
- Presented a Poster on Powder Coating Technology at National Level I.I.T., Powai, Mumbai.
- Passed Tilak Maharashtra Vidyapith Sanskrit & Mathematics Exams with Distinction.

### EXTRA CURRICULAR ACTIVITIES

- Achieved a Badminton Championship for Men's Doubles at intra-college competition 2003.
- Passed Five TABLA-WADAN Examinations conducted by the Akhil Bhartiya Gandharva Kala Mahavidyalaya, Miraj, Maharashtra.
- Two Consecutive years win for Mimicry at Intra college competition.

### INTERESTS & PURSUITS

- Badminton, Stamp Collection.

### Professional Memberships

- **Life Time Member of Confederation of Engineers (India), Pune**
- **Certified Chartered Engineer**
- **Life Member of Institution of Engineers (India), Kolkata**

**Date of Birth:** March 09, 1980

**Languages Known:** English, Hindi, Marathi, Gujarati & German.

### Reference:

Dr. Anand Kulkarni (Professor)  
HOD - Chemical Technology (Oil Tech)  
LIT Nagpur  
Contact No: 09822202315

Mr Ganesh Gurav (Sr Manager)  
Ion Exchange India Ltd., Mumbai  
Contact No: 09819931804

**Vishal Sunil Joshi**  
**23 July 2020**