



Prafullakumar Devhare

Assistant Manager - Technical Sales & Service

A dynamic professional with 9 years' experience in Research & development, Technical Sales and Service. Experienced in a wide range of surface coatings, paint application, product commercialization, product customization, cost reduction, techno-commercial & development.

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📍 Bangalore, India

📞 8600224777

📅 16 September, 1990

WORK EXPERIENCE

Assistant Manager – Technical Sales & Service

PPG Asian Paints Pvt. Ltd

01/2017 - Present, *Bangalore, Karnataka*

Achievements/Tasks

- Currently looking after Bangalore based customers' in Industrial Coatings (OEM) Honda for GI Paint, TAFE for CED Paint. Accountable for 11CR PA sales & service.
- Grabbed major shade (Siren Blue) in Honda from competition, which is contributing 40% of PPG AP shares consolidated.
- Worked in R&D of Coil Coatings & Extrusion department for Modification & development of coil coatings such as RMP, SMP, SDP, Metallic, Spray PVDF, Mono-coat products and all long-term testing of products.
- Developed suitable and cost-effective products as per the customer specifications & market requirement. Standardization of new product / Formula on before commercialization for production department.
- Hands on experience on - Paint testing & color reading equipment, MS word, MS Excel, PPT etc.

Executive - Research & Development

CLASSIC STRIPES PVT. LTD.

12/2015 - 01/2017, *Vasai, Mumbai*

Achievements/Tasks

- Implementation & development work for new products and processes in the work environment of pre-development and with focus on materials / material research.
- Ensuring product target cost related to the topic materials, Monitoring of the introduction of new materials into products, as well as conception of material use.

Technical Officer

JK Coil Coating Pvt. Ltd

04/2014 - 11/2015, *Khopoli, Mumbai*

Achievements/Tasks

- Formulation, development and modification of different types of Coil coatings (RMP, SMP, SDP).
- To understand the customer's specification and quality needs in order to introduce new products.
- Handling of experiments on, bead mills. Evaluation of raw materials by trial batches & testing of all properties as per specs.

SKILLS

Problem Solving

Amicable nature

Written & Verbal business communication

Self-Motivated

Willingness to learn

EDUCATION

10th Class

K Narkhede Vidyalaya, Bhusawal

06/2005 - 05/2006,

Bhusawal, Maharashtra

12th Class

K Narkhede Vidyalaya, Bhusawal

06/2007 - 06/2008

Bhusawal, Maharashtra

B.Tech. - Chemical Technology

U.D.C.T., Amravati, Maharashtra

08/2008 - 05/2012,

Amravati, Maharashtra

P.G. Diploma - Distillation

MSBTE, Mumbai

06/2012 - 04/2014,

Nasik, Maharashtra

COURSES

Sales Strategies & approaches in a new world of selling

LinkedIn Learning

Demonstrating Accountability as a Leader

LinkedIn Learning

Business Innovation Foundation

LinkedIn Learning

Marital Status: Married

SUPPORTED CAUSES

Blood Donations

Food for Hungry

INTERESTS

Cricket

Netsurfing

Reading