

ROLL NUMBER: P25701133**Om Rajesh Patil**

Male

DOB

16-Dec-2002

TECHNICAL SKILLS

- MS Office
- MS Project
- Primavera
- Tableau

PERMANENT ADDRESS

Rajsheela Building, Ashok Nagar,
Nipani, District Belgaum, Karnataka,
591237

City: Belgaum

State: Karnataka

Pincode: 591237

LANGUAGE

- ENGLISH
- HINDI
- MARATHI
- KANNADA

SUMMARY OF QUALIFICATION

Course / Programme	Board / University Name	CGPA/ (%)	Passing Year
MBA-APM	NICMAR University, Pune	8.24	2027
Graduation	PRAVIN DALAL SCHOOL OF ENTREPRENEURSHIP & FAMILY BUSINESS MANAGEMENT	75.84	2024-Mar
Intermediate	INTERNATIONAL BACCALAUREATE DIPLOMA PROGRAM (IBDP), KOLHAPUR, MAHARASHTRA	84.4	2021-May
High School	CAMBRIDGE ASSESSMENT INTERNATIONAL EDUCATION INTERNATIONAL GENERAL CERTIFICATE OF SECONDARY EDUCATION (CAIE IGCSE), KOLHAPUR, MAHARASHTRA	78	2019-Mar

WORK EXPERIENCE (1 Year 3 Months)**M/s B.R.Patil Engineers & Contractors**

04-Mar-2024 - 30-Jun-2025

1 Years, 3 Months, 26 Days**PROFILE:** Assistant Manager**Roles & Responsibilities:**

1. Managed EPC projects for government water infrastructure (Drinking Water Supply Schemes, Lift Irrigation Schemes, Water Treatment Plants) under Jal jeevan Mission (Central government) and private residential projects from planning to execution. Executed and commissioned projects like Tergaon MVS, Bedsur MVS, Tikota MVS.
2. Oversaw resource allocation, workforce coordination, and compliance with quality, safety, and tender requirements and daily reporting and procurement which includes factory inspections of sanctioned materials for the projects.
3. Coordinated with government agencies like Rural Drinking Water and Sanitation Department (RDWSD) Karnataka, Krishna Bhagya Jala Nigam, Karnataka PWD, consultants, and clients to ensure approvals and timely delivery.

INTERNSHIP / PROFESSIONAL TRAINING (Total Duration: 34 Weeks)**GEOLIFE AGRITECH PVT LTD**

05-Apr-2023 - 17-Jun-2023

10 Weeks**PROFILE:** SALES & DISTRIBUTION INTERN

Responsible for promoting and distributing agricultural products including bio-stimulants, micro-nutrient fertilizers, water-soluble fertilizers, insecticides, fungicides, and bio-fertilizers to enhance crop yield and support sustainable farming practices. Focused on building strong relationships with farmers, distributors, and retailers to drive product adoption and sales growth.

1. **Sales Support:** Assist in achieving sales targets by providing product information, demonstrations, and technical guidance to customers.
2. **Market Research:** Conduct field visits, gather market intelligence, and analyze competitor activities to identify opportunities and emerging trends.
3. **Marketing & Promotions:** Plan and execute promotional activities such as farmer meetings, field trials, exhibitions, and campaigns to increase brand visibility and product demand. Collaborate with the product and supply teams to ensure timely availability and delivery of agricultural products.

PIOMA CHEMICALS (MAYPHARM LIFE SCIENCES)

11-May-2022 - 27-Jun-2022

6 Weeks**PROFILE:** PROCUREMENT & PURCHASING INTERN

Responsible for sourcing essential materials for functional excipients and specialty ingredients,

ensuring timely availability, cost-effectiveness, and compliance with quality standards. Build and maintain strong vendor relationships to support smooth supply chain operations.

1. **Sourcing & Procurement:** Identify, evaluate, and secure reliable suppliers for essential materials while negotiating competitive pricing and favorable terms.
2. **RFQ Management:** Prepare, issue, and manage Requests for Quotation (RFQs) to obtain accurate and timely supplier proposals.
3. **Supplier Evaluation:** Assess potential and existing suppliers based on quality, capacity, compliance, and delivery performance to ensure optimal sourcing decisions.
4. **Purchase Order Drafting & Processing:** Create, review, and process purchase orders in alignment with project requirements, timelines, and company policies.

LEAPUS TECHNOLOGIES PVT LTD (PIXIS AI)

03-May-2021 - 31-Jul-2021

12 Weeks

PROFILE: CUSTOMER SUCCESS AND PERFORMANCE MARKETER

Execute and oversee customer success strategies aimed at maximizing client retention, satisfaction, and long-term value. Build and maintain strong relationships with clients by understanding their needs, aligning solutions to business goals, and ensuring seamless service delivery.

1. **Customer Management:** Serve as the primary point of contact for clients, addressing queries, resolving issues promptly, and fostering trust to strengthen partnerships.
2. **Performance Marketing Strategy:** Develop and implement tailored marketing strategies to drive measurable results, enhance brand visibility, and achieve client KPIs.
3. **Campaign Optimization:** Monitor and analyze campaign performance across channels, identifying improvement opportunities and applying data-driven adjustments to maximize ROI.

Asian Paints Project Sales

11-May-2026 - 11-Jun-2026

4 Weeks

PROFILE: Sales Engineer

- 1) Identified and mapped potential projects in the **builder, hotel, educational institute and healthcare segments** across the assigned ROS South market.
- 2) Collected project-level information such as project location, construction stage, developer or builder details, approximate area, waterproofing requirements and business potential. Interacted with builders, contractors, applicators, architects and other stakeholders to understand their product usage, brand preferences and purchasing behaviour.
- 3) Analysed Asian Paints' existing market presence and competitor activity to estimate the potential market share and identify high-opportunity projects.
- 4) Prepared and maintained market trackers, project databases, analytical summaries and presentations for review by the company's sales and management teams.