



Satish Pundlikrao Pokale (सतीश पुंडलिकराव पोकळे)

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WORK TO DETERMINE AND IMPROVE WITH THE BEST PRACTICES FOR THE POSITION AND THE ORGANISATION OR COMPANY DELIVERING THE BEST PERFORMANCE AND ACHIEVING THE SET TARGETS WITH GOOD RESULTS.

I seek challenging opportunities where I can fully use my skills for the success of the organization.

EDUCATION: BE & DE IN ELECTRONICS AND TELECOMMUNICATION WITH MBA IN HRM

- **Vidyabharti College, Amravati / YCMO University, Nashik**
2011
MBA in HRM
||'nd / 51.86%
- **B.N.College Of Engineering, Pusad / Amravati University**
2006
BE in Electronics and Telecommunication
|| 'nd / 55.15%
- **Govt. Polytechnic, Amravati / MSBTE, Mumbai**
1996
Diploma in Electronics and Communication Engineering
|| 'nd / 57.18%
- **Govt. Polytechnic, Amravati, Maharashtra**
2000
Advance Diploma in Computer (ADCSSAA)
| 'st / 60.30%
- **National Institute Of Labour Education and Management, Chennai**
1998
Diploma in Sales and Marketing
| 'st / 66.67%
- **Prabodhan Jr. College, Daryapur (Nagpur Board)**
1990
H.S.C. Vocational (Electrical Maintenance)
||'nd / 53.67%
- **Prabodhan School, Daryapur (Nagpur Board)**
1988
S.S.C. Technical Science
1'st / 73.85 %

TOTAL EXPERIENCE OF 17+ YEARS INCLUDING 8+ YEARS IN TECHNICAL DOMAIN AND 9+ YEARS IN BUSINESS DEVELOPMENT, SALES AND MARKETING, BRAND BUILDING RELATED ACTIVITIES.

10.03.2023 - Present

Shiv Pratishtan Skills Centre, Amravati (DDU-GKY Govt. Project)

Trainer - Retail Sales Associate

Course: Retail Sales & Services Associate

Role and Responsibilities of RSA in Retail Sales & Services (Theory + Practical).

Sales, Marketing, Brand and Business Development for Products and Services.

Type of Customers and their behavior.

E-commerce companies in Retail Sector, Online Apps.Visits to Retail Stores & Marts.

Labelling & Packings. Advertising, events, promotion, offers, strategic planning.

10.01.2022 - 30.12.2022

Genius Learning Institute Pvt. Ltd., Amravati.

Marketing & Counseling Officer

Work profile: Educational group involved in innovative ideas & concepts of educational learning solutions for

High School Students.Plannig for events and school activities. Meeting with HM/Principals for the seminar & presentation of company's concept - "Swayam Adhyayan" syllabus.
Marketing, brand promotion, revenue generations & strategic formulations .

05.11.2019 - 30.12.2021

Infinite Technology Solutions Ltd , Kolkata

Deputy State Head (Sales)

The company's business is involved in the security, surveillance & monitoring Electronics & Communication devices & equipments (Trading & Manufacturing business) Brand Promotion, Marketing, Advertising, promotion under the brand name 'Connect Me'.

Sales & business development, Revenue generations, planning, Team management.

Work Location: Amravati - M.S. (3 years)

Team size : 10

10.09.2013 - 30.10.2019

Canvas Mobiles Pvt. Ltd., Mumbai

Area Sales Manager

The vendor company is engaged in Brand Building, Sales and Marketing through business channeles establishment and development for revenue generations with promotional and evaluation of the market

activities for the reputed smartphones manufacturing company in India.

Location: Amravati Region - M.S. (6 years).

Team size : 12

14-01-2008 - 30-08-2013

Reliance Communications Ltd, Pune (RISPL)

Network Operations and Maintenance Engineer

The Company was working in cellular mobile service provider for CDMA and GSM services. Microwave, RF, Fiber related operations and Maintenance activities in coordination with the technician team. Handling all the Cellular network BTS, BSC, Switch centre functions (5.8 years).

05-07-2006 - 15-12-2007

Airmech Engineers, Pune (for TATA Teleservices Maharashtra Limited, Mumbai)

Network - O & M Engineer (CDMA, GSM)

CDMA and GSM network Operations and Maintenance activities, fiber maintenance, RF, microwave commissioning BTS, DG sets supervision etc.

Job Location - Vasai, Mumbai. (1.6 year)

01-07-1997 - 31-12-1997

Akshay Engineering Industries, Nashik (Satpur MIDC)

Technical Supervisor

Supervision for manufacturing of the Electrical Circuit Breakers and related work activities, guiding working employees.

Job Location - Nashik. (06 months)

02-06-1995 - 30-05-1996

Entel Pvt Ltd., Nashik (Satpur MIDC)

Junior Engineer - Production

Manufacturing and assembling of Audio systems and equipments like stereo tape, cassette recorders for domestic uses.

Job Location - Nashik (01 year)

05-01-2005 - 10-06-2006

Contech Electronic Weighing Scales, Thane (Mumbai)

Sales and Service Engineer

Sales and Service activities for the Electronic Weighing machine/Scales used for Jewellery, Grosary, Fruits and other retail markets and shops.

Job Location - Amravati.

Works Areas - Amravati and Yavatmal Districts. (1.6 year)

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SKILLS

- Public relations and Communications, Solutions finder, Strategy formulation, Revenue generations, Brand and Business Development, Sales and Marketing, Technology Implementation through Innovative concepts and ideas., Team Manager, Targets with Results, problem solving skills.

PROJECTS

- **Ultrasonic Distance Meter**

It's an Electronics device designed for detecting and determining the distance between the objects. The beep sound with lights is generated after detection. It's normally used in car/vehicle reverse distance detection, other safety purposes.

- **Surveys, Brand Building & Development.**

Innovative Launching strategy formulation of products or services with result oriented approach. The survey was conducted in public groups and in individuals for strategic planning and development for product & service promotion activities.

ACHIEVEMENTS & AWARDS

- 1) Best Volunteer Committee Coordinator for Annual Social Gathering at B.N.College Of Engineering, Pusad. 2) Best Team Leader for Annual Cultural Gathering at Government Polytechnic college, Amravati .
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INTERESTS

- Music, Reading, Sports.
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ACTIVITIES

- Sports, cycling, seminar & debate, cultural & social welfare, innovation and creativity.
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LANGUAGES

- English, Hindi, Marathi (All Languages -: Read, Write, Speak fluency)
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DATE OF BIRTH

- 10-04-1973
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GENDER:

- Male
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NATIONALITY:

- Indian (भारतीय)
Religion: Hindu
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DECLARATION:

- I hereby declare that the information mentioned herein is true to my knowledge and belief.
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ADDITIONAL INFORMATION

Be honest with ourself and we will definitely get good results with satisfaction 👍

DATE & PLACE

- **Place: Date:**
Amravati



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