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OBJECTIVE

Diligent and dedicated Deputy Manager with 9 years of experience in the Automation industry. Excellent interpersonal and communication skills. Dynamic and determined with exceptional leadership qualities.

EXPERIENCE

6/02/2023

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29/08/2024

- **Deputy Manager Marketing**

Phoenix contact

- Developed and managed proposals for industrial automation projects.
- Managed proposal budgets, schedules, and resources and also coordinated with global teams for international projects.
- Conducted thorough market research and competitive analysis to identify Hydrogen market & P2X customers for PLC, DCS systems, SCADA, HMI with controlling & monitoring solution for opportunities for growth.
- Identified and pursued new business opportunities in P2X market, strategically expanding Phoenix Contact's customer base.
- Maintained deep knowledge of Phoenix Contact's product portfolio to address customer inquiries effectively and provide technical expertise against DCS systems.
- Collaborated with marketing teams to plan and execute promotional campaigns, product launches, and trade shows to increase brand visibility and drive sales.

9/03/2022

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5/2/2023

- **Sales Manager**

Teltonika Networks

- Built solid relationships in the B2B segment and responsible for supporting sales driven in the Indian market
- Implemented process improvements, increasing proposal efficiency.
- Conducted proposal reviews and provided constructive feedback
- Contribution to market research, including Identifying market potentials and find opportunities for growth.
- Attended exhibitions/meetings/conferences /Trade fairs / Exhibitions / Road Shows to represent Teltonika and its products with solutions.
- Provided valuable market insights that contributed to the development of customized solutions and product enhancements.
- Generated regular sales reports and KPI metrics, providing visibility into performance and areas for improvement.

8/09/2014

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6/03/2022

- **IOT Channel Sales Manager**

Advantech Industrial computing India Pvt Ltd..

- Developed solutions with partners to aid in winning new business.
- Created technical narratives, solution overviews, and cost estimates.

- Conducted feasibility studies,site assessment, and requirements gathering for channel partners.
- Achieved a significant increase in IoT product sales, leading to a 145% growth in revenue within the first 2years.
- Improved business processes to increase productivity and align channel sales department with organization.
- Forecasted growth and presented trends based on previous buying behavior.
- Implemented comprehensive training programs resulting in an improvement in partner product knowledge and sales skills.
- Captured a larger share of the IoT market by executing targeted marketing campaigns and competitive pricing strategies.
- Forged strategic alliances with key industry players, enhancing Advantech's market presence and credibility.

EDUCATION

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| 2017 | <ul style="list-style-type: none"> • MBA (Marketing Analysis)
J.S.P.M , Pune University |
| 2014 | <ul style="list-style-type: none"> • BE (Electronics & Telecommunication)
MMCOE ,Pune University |

SKILLS

Project planning and scheduling	Business development
100%	100%
Cost estimation and budgeting	Collaborative proposal development
100%	100%
Client Relationship Management	UNICA/SAP/KVS/CRM Tool
100%	80%
Trade fair/Exhibition/Roadshows	Presentation & Communication
100%	100%
C-programming	Risk management and mitigation
80%	100%
Proposal Cycle management	Market analysis and research
100%	100%

PROJECTS

- **Pharmaceutical vertical**-Pharma Lab, Neutron system, Shubham automation, Sun pharma, Aurbindo Pharma
- **Machine manufacturers** -Jekson, Daikin-UN0-2484, ATLAS COPCO
- **Automobile industry**-TVS motors
- **Factory Automation**-Foxconn , Flextronics
- **Transportation**- Mumbai metro projects, Alstom, RDSO,With Schneider BMRCL (Bangalore Metro Rail Corporation Limited) project -> PPC-6191- RTAE
- **Robotics**- AGV(Adverb engineering)

- **Power & Energy**-Siemens Energy- EKI managed switches at 200 locations-L&T
- **VSSC** (Vikram Sarabhai Space Centre)- IPC-610BP-00XHE/ PCE-7B13
- **ABB India Ltd**- IPC-610MB+AIMB-705+ TPC-1582H-433BE
- **Schneider Electric**- IPC-510MB+AIMB-705G2+PCI-1620A
- **TATA ADVANCED SYSTEM**- EKI-274J FI &EKI-5629CI-AE both/ EKI-7720E-4FI-AE
- **Kirloskar Oil Engine Ltd**- ADAM modules
- **Kirloskar Pneumatics**-Phoenix PLC control systems along with panel for booster & compressor project
- **LG India**- Inhouse Automation (IPC-510 & 610 /PPC-6151C / 6171C)
- **Hygenco**- 2MW of hydrogen generator electrolyzer plant at Jindal Hisaar wherein provided PLC controlling & monitoring solutions for the plant.
- **HPCL**- Controlling and monitoring solutions for Hydrogen Cylinder of electrolyzer plant for HPCL Bangalore project through PxC PLC.