

RESUME

Himanshu B. Patel



Permanent Resi. Address. -

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OBJECTIVE

To associate with an organization where there is ample scope for organizational growth as well as scope for development of the individual.

EDUCATIONAL QUALIFICATION

- **S.S.C.**, Shree Satpuda Vidyalaya, Nasik Board, Percentage 81% (First class) in 1992.
- **H.S.C.**, K.N. Noorani Arts, Com. & Sci. Jr. College, Shahada., Nasik Board, percentage 75.6% (First class) in 1994.
- **Bachelor of Engineering (Instrumentation)**, N.M.U. Jalgoan, percentage 73.8% (First class with distinction) in 1998., **University First Rank Holder**
- **Master of Business Administration (Marketing)**, Pune University, Pune, percentage 61.71% (First Class) in 2000.
- **Master of Engineering – Electrical Engineering (Control System)**, Pune University, CGPA 7.18 (First class) in 2013.

COMPUTER LITERACY:

Operating System: - Dos, Windows 2010, Xp
Application software: - MS-Office, Internet
Languages: - C, C++, MATLAB.
Web Designing Tools: Flash Player

PROJECTS

- **Master of Engineering**
Dissertation Title:-Tuning of PID Controller for Optimal Closed Loop Performance with Specified Gain and Phase Margin.

- **Master of Business Administration**
Project Title: Market Potential of Centrifugal Separators in Chemical & Pharmaceutical Industries.
Name of Company: **M/S Alfa Laval (I) Ltd., Pune.**
Duration: 2 Month.

- **Bachelor of Engineering**
Project Title: - PLC based Heat Recovery System.
Aim: To save economy & increase efficiency from waste steam in an industrial plant.
Summer Training: R.C.F. Thal, Alibag.

WORK EXPERIENCE

Total experience: 16 years.

- **M/s Warre Instrument Ltd., Mumbai.**
Duration: May 2000 to April 2001 as a Marketing Executive.
Responsibilities:
 1. Marketing and sales of products in manufacturing industries.
 2. Exploring and developing new markets and sales of products.
 3. Appointing new dealers for various areas for new business developments.
 4. Conducting seminars to educate dealer.
 5. Information management implementing new format that streamline the data for dealer
 6. Achieving monthly targets allocate.
 7. Payment Collections.

- **M/s The Kisan Sahakari Starch Mfg. Soc. Ltd., Dhule.**
Duration: May 2001 to March 2008 working, As a Sr. Marketing Manager.
Responsibilities:
Marketing/ branding Initiative: established strong image for company – Respect, trust, integrity through marketing activities as well as Web site Design, logo development. Results stronger recognition/credibility.
 1. Setting Sales Target and prepare work strategy to achieve the

set goal of sales through customers and developing new customer. Visiting them to development of possible applications.

2. Understand and study of the customer's exact requirement & Provide them.
3. Offers preparation, negotiations for deal finalization.
4. Payment Collection.
5. Arranging Customer Trials at Factory before dispatch.
6. To maintain close co-ordination with production and engineering people for reducing cost of production with best recoveries & high quality of products.
7. Take initiative to develop of new products.
8. Also looking after raw material procurement, which helps in to manage the price of product accordingly.

➤ **PSGVPM's Arts, Comm. and Science college, Shahada. (Study centre of M.B.A.)**

Duration: From 2008 to till date working as a academic Counselor of Management program of YCMOU.

➤ **D. N. Patel College of Engineering, Shahada.**

Duration: From July 2008 to till date working as a Asst. Professor in Instrumentation department.

➤ **Student Guidance:**

B.E. Projects 15
M.B.A. Projects 10

➤ **Workshop and Short Term Training Program:**

1. Two days National Level Workshop on "Utilization of software in Electrical research", PES's Modern COE., Pune, 2012.
2. Two days National Level Workshop on "Matlab based signal processing in Electrical Engineering", PES's Modern COE., Pune, 2014.
3. Two days National Level Workshop on "Research Methodology: Concepts and Tools", D.N.Patel College of Engineering, Shahada, 2016.

➤ **Publications:**

1. International Journal: 01
H. B. Patel, S. N. Chaphekar, "Developments in PID Controllers: Literature Survey", *International Journal of Engineering Innovation and Research (IJEIR)*, 1(5), pp. 425-430, 2012
2. National Conference: 01
H. B. Patel, "Biometrics", *National level conference at D. N. Patel college of engineering, shahada*, 2010.

PERSONAL

Date of Birth: 10-12-1976.

Gender: Male.

Marital Status: Married.

Achievement:

First rank holder (BE, Instrumentation) in NMU, Jalgoan.

Table Tennis team at district level,

Member of Marketing to Institute team in TQM.

Interest/ Hobbies: Playing Cricket, Table Tennis, Computers.

Language Proficiency: Extremely fluent in English, Hindi, Marathi, Gujrathi.

REFERENCES

Will gladly furnish personal & professional references upon request.

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Thank you,

Yours Faithfully

Himanshu B. Patel