

Yogesh Pandey

+91 – 9450391423 | yogeshpandey0122@gmail.com

B-303, West Oriel Building, New Alkapuri, Gotri Road, Vadodara – 390 023

Proficient in English, Hindi & Gujarati



□ SUMMARY

Dynamic and skilled Sales Professional with extensive experience in driving sales growth in India through strategic application-based sales of instrumentation & control, process automation/optimization by leveraging Industry 4.0 with AI/ML at enterprise level. Demonstrates deep expertise in developing sales strategies, understanding client needs, and delivering tailored solutions that enhance product value and customer satisfaction.

□ CORE COMPETENCIES

- **Extensive Industry Network and Experience:** Over 12+ years of robust experience with established contacts across major government and private sectors, including industries such as steel, cement, chemicals, tires, pharmaceuticals, petrochemicals, automotive, power, and more. Proven track record in West & Central India (Gujarat, Madhya Pradesh, Rajasthan and Maharashtra), covering a wide array of stakeholders from decision makers CTO/CDO/CIO to plant stakeholders.
- **Industry 4.0 & Digital Transformation:** Extensive experience driving digital transformation projects in industries like steel, cement, chemicals, and tires through IoT-based solutions and automation platforms. Expertise in aligning customer needs with digital and technological innovations, especially in data-driven manufacturing environments.
- **SaaS/PaaS Sales Expertise:** Proven track record in selling Software-as-a-Service (SaaS) and Platform-as-a-Service (PaaS) solutions that enhance operational efficiency and decision-making in industrial processes. Skilled in promoting cloud-based platforms to optimize manufacturing workflows and process control.
- **IoT & AI-driven Solutions:** Experience in selling IoT and AI-powered solutions that integrate with automation systems to achieve smart factory goals. Demonstrated ability to leverage AI+ IoT technologies to deliver predictive maintenance, operational optimization, and process intelligence to clients in sectors like steel, cement, and mining.
- **Strategic Business Development:** Demonstrated ability to drive business growth in assigned territories through extensive travel and hands-on engagement. Skilled in identifying and tapping into new opportunities, fostering long-term clients relationships, and expanding market presence.
- **Technical Expertise and Product Knowledge:** Profound knowledge of implementing and demonstrating technology like X-ray Fluorescence, Radioactive/isotopic based technology, Ultrasonic, Eddy Current, MEMS, ICP etc. and to marry these technologies with IOT based network infra for aspiring the digitalization goals. Sound understanding of implementing and driving the digital projects in Steel, Cement, Chemical, Tires and Beverage industry. Deep understanding of process knowledge of each process steps of manufacturing industry, key factors contributing to generating pain points and aligning solutions to troubleshoot the blockers with proven ROI.
- **Sales and Negotiation:** Strong sales acumen with a track record of effectively meeting sales goals. Experienced in identifying customer needs through strong industrial connections and application-based sales approaches. Possesses decent negotiation skills and the ability to quickly gain customer confidence, ensuring customer satisfaction and loyalty.
- **Communication and Relationship Management:** Excellent verbal and written communication skills, essential for clear and persuasive client interactions and documentation. Adept at building and maintaining strong relationships with top leaders and stakeholders at all levels, facilitating seamless project execution and collaboration.
- **Analytical and Problem-Solving Skills:** Expert in industrial material testing and water quality monitoring, with the ability to provide innovative solutions to complex technical challenges. Committed to staying abreast of the latest industry trends and technologies to deliver high-quality, client-centric solutions.
- **Award Winning Professional:** Best Salesperson of the year-2017-18 (twice), Recognition and Appreciation Award, 2x Star Performer Awards, & Best Sales Team Award.

□ EXPERIENCE

Sr. Manager – Sales, TVARIT GmbH- India, Vadodara (Feb 2025 – to Present)

- Responsible to drive business of deep tech AI Analytics in process industry (Tires, Chemicals, Cement, Steel, Aluminium, Copper, Dairy etc.) by understanding their plant process, pain points and formulate dynamic golden recipe for the maximum yield and optimum production.
- Providing deep tech AI solutions to the customer by helping them to develop Prediction model, Root Cause Analysis model, Dynamic Golden Batch analysis etc. by integrating entire production process from input raw material quality, each process steps and output product quality.
- Engaging with CXOs, plant heads and digital transformation teams to identify process inefficiencies and position TVARIT's AI solutions. Driving end to end enterprise sales cycle: lead generation, solution presentation, techno-commercial proposal and solutions.
- Closely working with company's German HQ and reporting designations CEO and CBO of the company sitting in different time zone to develop strategic initiatives and updates on daily basis. Collaborating with data scientists and delivery teams for feasibility study, execution and project transitions.
- Building strategic alliances with channel partner network, system integrators, maintaining and onboarding veteran domain expert consultants.
- Handling competition with large scale industries like McKinsey, Accenture, PwC etc.

Key Account Manager – Enterprise customers, Infinite Uptime- India, Vadodara (Jan 2023 – Feb 2025)

- Running a business cadence covering Deal Management, Demand Management, Forecasting and Pipeline Management.
- Responsible for driving exponential growth in Monthly Recurring Revenue (MRR) in large enterprise accounts.
- Develop long term strategic relationship with key accounts like Tyres, Steel, Cement, Chemical and Process Industries.
- Maintaining deep understanding of the customer's strategic priorities and aligning with IU's Solution Offerings to ensure a common goal and agenda regarding Industry 4.0 and future of digitization of factories & the value drivers.
- Sponsored and managed tradeshows, online webinars/seminars, and other marketing activity in India to increase market share and representation in territory.
- Managing and collaborating across cross-functional teams like Presales, Customer Success, Post sales teams to deliver value to the customer by predicting potential failures in rotating equipment's like motors, gearbox, pumps etc.
- Creating & managing stakeholder map for continuous engagement and upscales with almost all IB's (installed base).
- Conducted weekly and monthly business forecasting, providing strategic insights to top management.
- Drove business development through industrial visits and meticulous management of the CRM portal.
- Expanded the existing client base and cultivated new relationships, enhancing company market share.
- Collaborated with clients to ascertain their needs, recommended appropriate solutions, and ensured repeat business.
- Achieved and surpassed sales targets as per the business and operational plans.
- Managed post-sales operations, including order execution and payment collection, ensuring smooth transaction flow.
- Monitored upcoming projects and provided timely updates to enhance business opportunities.
- Maintained high levels of customer satisfaction through exceptional service and application support.

Sr. Manager- Sales, Fischer India Pvt. Ltd, Vadodara (May 2019 - Jan 2023)

- Drive sales & services for whole western India region.
- Tripled the business of Fischer India in assigned territory within 2 years' timeline.
- Managing distributor's network for western India sales and develop new channel partners for implementing digital projects and online plating thickness analysis and elemental analysis.
- Expanded team in western-central region and developed new office in west India to penetrate the west market.
- Provide sales skills/strategy training to the channel partners/dealers to shoot yearly targets for passive products.
- Led business development initiatives through industrial engagements and efficient CRM portal management.
- Secured tenders with government and defence research institutes using various e-procurement platforms.

- Engaged with clients to understand their specific needs, providing customized solutions to secure ongoing business.
- Directed sales efforts to meet and exceed established targets in line with strategic business objectives.
- Oversaw post-sales activities, ensuring effective order fulfilment and prompt payment collection.
- Supersedes existing competition and develop new market for capital range of products.

Assistant Business Manager, AIMIL Ltd, (Dec 2016 - May 2019)

- Interact with clients to understand their requirements, suggest solutions & secure repeat business in different principal's portfolios.
- Managing post sales processes. (Order execution & Payment collection.)
- Keeping track and providing information on upcoming projects
- Developed and implemented strategic sales plans to penetrate new markets and expand the customer base.

Sr. Sales Engineer, PCI Analytics Pvt. Ltd. India, (Jan 2014 - Dec 2016)

- Managed sales for Gas Generators (Nitrogen, Oxygen, zero air) and gas piping/tubing projects.

Sales Engineer, Armec Cooling Tower Pvt. Ltd., (May 2013 - Dec 2013)

- Generating sales from south Gujarat and Maharashtra region for cooling tower products.

▣ KEY HIGHLIGHTS

- Driven AI driven projects to optimize plant production process and deliver optimization in multiple KPI's like increasing plant yield, reducing energy waste, stabilizing processes and improving quality.
- Managed projects involving a diverse range of application from predictive maintenance to operational line optimization from raw material input to output product quality across the industries like steel, cement, tyres and chemicals.
- Preparing plant level data through PLC's, SCADA, DCS, SAP logbook etc. prepare entire plant analytics and translating offered solutions into quantifiable ROI with their plant specific domain expertise.
- Oversaw and mapped stakeholders involved in driving industry 4.0 digital projects from project influencers to shop floor rotatory asset owners, operations teams to make overall success of digital projects.
- Utilization of technical team to understand the value deliverables in process optimization and presenting the solution to the top management, driving the entire chain and deliver effective ROI.
- Demonstrated history of working for multiple projects with different industrial segment and ensure high business growth to flourish the sales and achieving high targets.

▣ ACADEMIC CREDENTIALS

- MBA – Marketing, Bhartiya Vidyapeeth University, Pune, 2020-22 4
- B.Tech – Mechanical Engineering, Uttar Pradesh Technical University- Noida, 2009-13

▣ PERSONAL DETAILS

- **Date of Birth:** 22nd June 1991
- **Nationality:** Indian
- **Hobbies:** Long distance running, cycling and sea swimming.