

Mr. Tejas Pawar

👤 July 15, 2003 🇮🇳 Indian

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Profile

Results-driven Technical Sales and Business Development professional with a Bachelor's degree in Plastic and Polymer Engineering and hands-on experience in RFQ management, key account handling, project execution, and customer relationship management within the automotive, EV, aerospace, and manufacturing sectors. Proven track record of driving revenue growth, managing OEM and Tier-1 customer accounts, leading cross-functional projects, and delivering cost-effective engineering solutions. Skilled in techno-commercial negotiations, costing analysis, product development, and market expansion. Adept at bridging technical expertise with business strategy to create value for customers and organizations.

Objective

To leverage my technical expertise in polymers, manufacturing processes, and product development along with my experience in technical sales, business development, and project management to drive business growth, strengthen customer partnerships, and contribute to organizational success in the automotive, plastics, polymer, EV, or industrial manufacturing sectors.

Work Experience

Internship: January 2025 – June 2025

Sudarsshan Pollyblends Pvt. Ltd.

Sales and Marketing Intern

Work done:

1. Assisted in maintaining and analyzing daily sales data, preparing management reports to support business performance tracking and decision-making.
2. Participated in monthly business review meetings, gaining exposure to sales strategy, customer management, and operational planning.
3. Coordinated with customers regarding product requirements, order status, delivery schedules, and payment follow-ups, enhancing client relationship management skills.
4. Supported new product development activities by attending customer trials for newly developed polymer compounds and assisting in technical-commercial discussions.
5. Managed Order vs. Stock tracking to ensure efficient inventory planning, order fulfillment, and coordination between sales and production teams.
6. Collaborated with cross-functional teams including sales, production, and logistics to support smooth execution of customer requirements.
7. Gained practical exposure to polymer compounding, customer development, technical sales processes, and business operations within the plastics industry.

Work: August 2025 – Present **Sanjay**

Techno Products Pvt. Ltd. Engineer

Technical Sales

Work done:

1. Managed end-to-end **RFQ evaluation, techno-commercial quotations, costing analysis, and raw material recommendations** for automotive, EV, aerospace, and industrial customers.
2. Coordinated with tool manufacturers and vendors to obtain **tooling quotations, feasibility assessments, and project cost optimization solutions**.
3. Served as the **Single Point of Contact (SPOC)** for key Tier-1 customers, including Varroc Engineering Ltd. and Endurance Technologies Limited, ensuring seamless project execution and customer relationship management.
4. Independently managed customer accounts, overseeing business development, project execution, commercial negotiations, and payment follow-ups.
5. Led project development and customer engagement activities for PRYM Aerospace and Saif Automation from RFQ stage through execution.
6. Directed RFQ management, technical discussions, and commercial negotiations for OEMs including Toyoda Gosei and Toyota Boshoku.
7. Managed project ownership and cross-functional coordination for EV OEM customers including Ather Energy and Seeka E-Motors.
8. Generated revenue through successful execution, production planning, and dispatch management for Seeka E-Motors projects.
9. Secured and delivered business from Saif Automation while improving margins through strategic costing optimization and commercial restructuring.
10. Led commercial discussions and business development initiatives for customers including Saddles International and Saietta Electric Drive.
11. Collaborated with production, tooling, quality, dispatch, and finance teams to ensure timely project delivery, customer satisfaction, and payment realization.
12. Supported export operations and customer coordination for shipments to the United States, Taiwan, and Spain.
13. Contributed to new business acquisition and industry networking through participation in key industry events including CII Next Gen Mobility Expo and AMExpo.
14. Nominated as a **Safety Committee Member**, conducting workplace safety audits, promoting compliance initiatives, and supporting continuous improvement programs.

Skills and Technical Proficiency

1. **Technical Sales & Business Development:** RFQ Management, Costing & Commercial Analysis, Key Account Management, OEM & Tier-1 Customer Handling, Commercial Negotiation, Revenue Growth, Payment Collection, Export Coordination, and Customer Relationship Management.
2. **Project & Operations Management:** Project Execution, Cross-Functional Team Leadership, Stakeholder Management, Production Coordination, Tooling Development, and Process Optimization.
3. **Polymer Engineering & Manufacturing:** Injection Molding, Polymer Processing, Material Selection, Polymer Composites, Mold Design Principles, Product Development, Prototyping, Testing, Design for Manufacturing (DFM), and Manufacturing Best Practices.
4. **Design & Engineering Tools:** SolidWorks, Solid Edge, and AutoCAD for 3D Modeling, Product Design, Engineering Drawings, and Technical Documentation.
5. **Technical Competencies:** Technical Feasibility Assessment, Cost Optimization, Engineering Problem Solving, Root Cause Analysis, Product Validation, Quality Compliance, Industry Standards, and Technical Reporting.
6. **Professional Skills:** Strategic Thinking, Analytical Problem Solving, Communication & Presentation, Team Collaboration, and Business Development.

03 / 2025

Data Analytics ChatGPT with Power BI Aspire for Her, Supported by Infosys Foundation

Education

06/2018 – 04/2019 JALNA, MAHARASHTRA, INDIA

Secondary School | 10th

Kings English School

Passed 10th Standard with 79.80%

06/2020 – 02/2021 JALNA, MAHARASHTRA, INDIA

Higher Secondary School | 12th Science

Vishwashanti Dnyandeep Jr. College of Arts and Science

Passed 12th Standard with 92.33%

12 / 2021 – 07/2025 AURANGABAD, MAHARASHTRA, INDIA

B. Tech. Plastic and Polymer | Engineering

Maharashtra Institute of Technology

Passed B.Tech with 6.76 CGPA

Certificates

09 / 2022

Google Analytics for Beginners

Google Analytics Academy

09 / 2022

The Fundamentals of Digital Marketing

Google Digital Garage

Certificate ID: 5S6 MZJ GDF

01 / 2023

TCS iON Career Edge - Young Professional

Tata Consultancy Services

Certificate ID: 119854-23741156-1016