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DATE OF BIRTH

1980-11-30

NATIONALITY

Indian

LANGUAGES

English, Hindi, Marathi, Kannada,
Gujarati

ELIGIBLE TO WORK IN:

India, United Arab Emirates

KEY SKILLS

Project Management
Technical Excellence
Refrigeration
Air Conditioning
Vendor Management
Team Building & Leadership
Performance Evaluation
Documentation & Reporting
Maintenance Management
Operations Management
After- Sales Services
Training & Development
Risk Management
Continuous Process Improvement
Problem Solving
Decision Making
Dedication

PRASHANT NIKHARE

OPERATIONS & MAINTENANCE | AFTER SALES-SERVICES |PROJECT MANAGEMENT PROFESSIONAL

PROFILE SUMMARY

An accomplished **Development Professional**, offering a successful career spanning **over 18+ years** specializing in contributing to the achievement of sales, quality, customer service and accessories objectives by defining and ensuring the implementation of training contents, training programs, evaluation, and qualification of commercial networks. Distinctive in the introduction and replacement of after-sales network, construction of evaluation system, etc. along with after-sales installation, and maintenance system construction (training, indicators, etc.). Demonstrated success in directing numerous multilateral projects for operations, maintenance, and after-sales service domains. A result-oriented team player as well as an avid learner with an aptitude & interest to take on professional challenges for personal and organizational growth.

EDUCATION

2022-2023	International Business Management Institute - Berlin, Germany Diploma in Project Management
2015- 2018	Himalayan University - Itanagar, Arunachal Pradesh Bachelor's In Business administration
2013 - 2015	Karnataka State Open University - Mysore, Karnataka Diploma in Mechanical Engineering
2003 - 2005	Govt Technical Institute - Chandrapur, Maharashtra Trade Certification in Refrigeration and Air Conditioning
2001	Jubilee Jr. College - Chandrapur, Maharashtra Higher Secondary School Certificate

CERTIFICATIONS AND LICENSES

Diploma In Project Management
Project Management Program- IBMI
International Business Management Institute, Berlin. Germany
Certificate ID: 1090432-167-974-4310.

PROFESSIONAL EXPERIENCE

2022- Present	Moomark Pvt. Ltd. - Bengaluru, Karnataka. <i>Manager Infrastructure Development</i>
<ul style="list-style-type: none">- Identify and develop new business opportunities in the Infrastructure Industry through market research, networking events, and direct outreach to potential clients.- Develop and maintain strong relationships with key decision-makers within the infrastructure sector, including developers, contractors, and local government officials.- Collaborate closely with the sales team to develop effective sales strategies and ensure successful lead conversion and client retention.- Conduct regular market analysis to stay informed of industry trends and competitor activities and adjust the sales strategy accordingly.- Serve as a primary point of contact for clients, guiding them through the sales process, answering questions, and addressing concerns.- Manage a high volume of sales activity, including managing a robust pipeline of prospects, preparing proposals, and negotiating contracts.	

Preventive/Predictive Maintenance
Scheduling & Inspection
Customer Relationship Management
Troubleshooting
Installation & Commissioning
Quality Management
Budget Optimization
Cross-functional Coordination

INDUSTRY

Construction Management
Electrical Engineering
Food Preparation & Service,
Industrial Engineering,
Installation & Maintenance
Mechanical Engineering
Infrastructure
Production & Manufacturing
Project Management

- Collaborate closely with cross-functional teams within the organization, including marketing, product development, and operations, to ensure successful execution of sales strategies.

2021- 2022	Muktaa Mahila Milk Producer Co. Ltd. - Sagar, Madhya Pradesh <i>Executive Projects</i>
	<ul style="list-style-type: none">- Executed projects efficiently to produce project-specific deliverables with quality and in time time-bound manner.- Governed routine DPMCU & AMCU Installation, Operation & Maintenance in coordination with internal resources and third parties/vendors for the flawless execution of projects.- Strategized a detailed project plan to monitor and track progress assuring resource availability and allocation.- Administered changes to the project scope, project schedule and project costs using appropriate verification techniques.- Monitored, analyzed, and reported to the management as needed after effective project performance using appropriate tools and techniques.- Played a key role in upgrading the platform through risk management & mitigation derivatives while addressing specified issues with vendors as well as clients.
2017- 2021	Kothari Group Pvt. Ltd - Jalgaon, Maharashtra. <i>Senior Manager- Operation & Maintenance (After Sales Service)</i>
	<ul style="list-style-type: none">- Led and provided technical validation for operation and maintenance budgets for the projects of farm cooling equipment with utilities in Pan India & Abroad.- Performed assessments of operation and maintenance cost vs replacement cost in the long-term run, evaluated and challenged existing maintenance plans and operation procedures of large District Cooling System and HVAC.- Reviewed, validated, and improved the maintenance strategy (predictive, preventive, curative/ outsourced, insourced), the Standards Operating Procedures (SOP), the processes and topics for continuous improvements.- Designed and developed Maintenance Plans and prepared risk assessments to minimize project operation risk.- Proposed best practices in operation and maintenance procedures/protocols in the industry to clients.- Collaborated with Field staff to implement appropriate policies to manage workflow and communication effectively.- Provided product feedback/customer suggestions to R&D while handling the overall routine service & breakdown maintenance of all supplied equipment to clients as well as the Annual Maintenance Contract with the account database.
2005- 2017	IDMC Limited - Bengaluru, Karnataka. <i>Service Engineer</i>
	<ul style="list-style-type: none">- Erected, commissioned, repaired, and carried out preventive maintenance of air compressor refrigeration (dairy-based) at customer installations.- Consulted with the supervisor or customer to plan the layout of equipment.- Performed on-site installation, validation, and commissioning of air compressor refrigeration.- Performed remedial repair activities at customer sites. Troubleshooted, serviced and repaired as per OEM recommendations.- Submitted spare recommendations for customer issues resolution as per the Spare Recommendations Procedure- Provided on-site training on basic maintenance tips to customers.- Addressed customer-centric programs like trade shows and workshops with technical expertise/product knowledge.- Assured proper operation within expected tolerances through effective inspection of all operating parts.