


<p><b>Shivraj Pirajirao Shirule</b>  <b>Contact me at +91-9890620659, <a href="mailto:shivraj.shirule@gmail.com">shivraj.shirule@gmail.com</a> born on 05.05.1979.</b>          Married, having 2 baby boys. Elder is 15 years &amp; younger is 12 years old.</p> <p>Current Location: A-2, Tapdiay Estate, Near AS Club, Nagar Road, CIDCO Waluj-II, Ch. Sambhajinagar, M.S.431136          Home Town: Naigaon (Bz), Dist Nanded, Maharashtra State, India-431709</p> <p>Languages known : Marathi , Hindi, English</p>	
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**Brief Summary** – A well-qualified person having knowledge of Industry, Business, Farming and day today requirements of poor, middle class and moderate people. Have 13 years Work experience to work as business unit head for the multinational company for Asia Level. Currently in Business of since last 10 years.

Expertise in key account management, participating in bids for large corporate, PSU's, Indian Navy, Defense organizations. Also, expertise in new products introduction in to the existing & new market.

Being a middle-class farmer background family, understand the need of farmers and middle-class families which contributes 70% of Indian population. Supporting many peoples in their real need. Resolving the issues of people in police station, court, hospitals & family disputes.

Having good relations with bureaucrats, politicians and social workers & using the same for well fare of needy people for their ease life.

**Personal Values and Beliefs**

- Courage
- Accountability
- \* Honesty
- \* Loyalty
- \* Compassion
- \* Integrity
- \* Respect
- \* Authenticity.

**Life Visions**

I would like to work in a field helping and caring for others. In everyday life individuals go through problems, which make the life difficult to them to live. The saying “a service is only as good as the person who delivered the service”, makes me want to be the person and deliver good service to people who need it.

**Assets can be utilized.....**

Public contact is my biggest asset, which I consider for myself. Still have office place of 3000 Sq feet at prominent location off Nagar Highway, Opp PM Chordiyaya Petrol Pump, South City, Nagar Road, Ch. Sambhajinagar, M.S. 431136

**Paste professional Area of expertise**

- P & L Accountability
- International & Domestic sales
- Vendor / Supplier selection
- Budget allocation/projection & utilization of allocated.
- Import/Export, Stock & sale.
- Continuous process improvement

- Revenue / Market share increase
- SWOT Analysis
- Technology introduction / Enhancement
- B2B / Institutional sales (Key accounts)

### **Exposure to Products**

- Oil & gas Chemicals (PPD, Corrosion inhibitors, Gum & more)
- Water treatment chemicals (RO, De-salination, Cooling tower, Biocides)
- Rare earth metals & catalysts (Fumed silica, Alumina & more)
- Industrial chemicals (few to list)
- Industrial Lubricants (performance modifiers)
- Coating additives (adhesives, de-roamers, emulsions)
- Glass polishing materials (cerium oxides)
- Lubricants (industrial, Automotive & Specialty).

### **PGS Technologies Pvt. Ltd, M.S, March 2013 - till date.**

Working as a chairman & director

### **Paste experiences.**

#### **1) Brenntag Ingredients India Pvt. Ltd. Dec 2010 to Feb 2013), Industry manager (India, Srilanka, Bangladesh, Thailand, Malaysia, Philippines)**

Heading for the business unit of Specialty Chemicals, Lubricants, Auto catalyst, Water Treatment Chemicals, additives, oil & gas chemicals.

#### **2) Fuchs Lubricants India Pvt.Ltd. (100% owned subsidiary of Fuchs Petrolub AG, Germany) 18 Aug 2010 to Dec 2010, As. Manager Sales & Marketing (technical Dept)**

Responsible for OEM, Institutional sales (mining, steel industries) and technical support to team as well as customers.

#### **3) Total Oil India Ltd. (ELF Lubricants (I) Ltd.) 05 Jan '07 to 09 Aug'2010,As Sr. Area Executive - Direct Sales (Corporate Accounts).**

Responsible for OEM, Institutional sales and technical support to team as well as customers. Started business from scratch to reasonable volume in the Maharashtra state

#### **4) Castrol India Limited 20th June 02 to 4th July 05 Worked as field marketing representative for Castrol India Limited (Industrial Lubricants Division).**

### **Education.**

1. LLB perusing final year's last semester From Dr. B.A.M.U.
2. M.B.A. (Marketing) From Dr. B.A.M.U. at Department of Management Sci. Aurangabad
3. B.E. (Mechanical) & M. Tech (Manufacturing) From Dr. B.A.M.U. at Government Engineering college Aurangabad.

Shivraj P. Shirule