

RESUME

RAVI ROSHAN PURBEY
B.E. (INSTRUMENTATION)

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OBJECTIVE:

To leverage my technical expertise and sales acumen in the field of Sales & Business Development, contributing effectively to organizational growth while enhancing my professional and personal development.

PROFESSIONAL PROFILE

A results-driven Technical Sales Professional with 9+ years of experience in industrial sales, specializing in Energy Management Systems (EMS), Condition Monitoring, Process & Test Instruments. Proven track record in business development, customer relationship management, and technical solution selling.

EXPERIENCE: -

Present Organisation- Atandra Energy pvt Ltd, Nagpur

Period - Sept 2025 to Present

Designation – Deputy Manager-Business Development

- Generating fresh leads and converting qualified prospects for EMS , Factory automation(Cantier) software solutions & Production Module.
- Targeting industries such as Power, Cement, Steel, and Automotive across Vidarbha, Madhya Pradesh, and Chhattisgarh.
- Participating in government and private tenders via platforms like GEM, Ariba, and We Connect.
- Preparing techno-commercial proposals, handling tender documentation, and ensuring timely
- Driving regional sales growth and increasing market penetration.
- Supporting the sales and marketing team for performance optimization and strategic planning.

Previous Experience:

Greenovative Energy Pvt Ltd, Nagpur Period -Feb 2024 to August 2025

Designation – Business Development Engineer

Responsible for driving sales of **Energy Management Systems (EMS)** and **Production Software** across the **Process, Automobile, Cement, and Steel** sectors.

AIMIL LTD, Mumbai & Nagpur Period – Sep 2019 to April 2023

Designation – Senior Sales Engineer

Responsible for Selling and Service the Condition Monitoring and Vibration equipment such as Vibration analyses, Laser alignment system, Thermography, in-setu balancing, Oil Analysis and the Pain coating instruments. And Electrical Range of Product such as insulation tester, Earth tester, Clamp meter, Oscilloscope, Power quality analyzer, Load banks, Digital and analogue multimeter for Respected Principals etc.

SKAN INSTRUMENTS , NAVI MUMBAI –Period – Feb 2018 to August 2019
Designation – Technical Sales Engineer

Responsible for the selling Analytical & process instruments such as, Data loggers, Pressure Measurement, Thermostats and Dial Thermometers, Recording Technology, Temperature and Humidity, indicator, Spectrophotometer, Melting point apparatus, ovens, incubators, pH meter, TDS meter, muffle furnace etc.

MAHALAXMI INSTRUMENTS, MUMBAI Period – Jan 2016 to Dec 2017
Designation – Pre-Sales Engineer

Responsible for the selling of process instruments. such as Level transmitter, level switch, flow meter, Clamp-on ultrasonic flow meters, Electromagnetic Insertion Flow meters, Pressure & Differential Pressure Transmitters, Level Transmitters and Switches.

ACADEMIC QUALIFICATIONS:

YEAR	EXAMINATION	UNIVERSITY	PERCENTAGE
2011-12	B. E	North Maharashtra University	72%
2006-07	H.S.C	Maharashtra State Board	60%
2004-05	S.S.C	CBSE Delhi Board	60%

TECHNICAL SKILLS

- Energy Management Systems (EMS)
- Tender Documentation & Techno-commercial Proposals
- Sales CRM Tools
- Instrumentation: Condition Monitoring, Flow, Pressure, Temperature, Analytical Instruments
- Software: MS Office, Excel, Tender Portals (GEM, Ariba, We Connect)

PERSONAL PROFILE

Name : RAVI ROSHAN PURBEY
Date of birth : 06-12-1988
Marital status : Married.
Languages : English, Hindi, Marathi.
Nationality : Indian

Declaration

I hereby declare that the information given above is true to the best of my knowledge & belief.

Date: / / 2026

Place: Nagpur

(Ravi Purbey)