

SANDEEP PITALIYA

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Profit Centre Operations| Business Development| Strategic Management

Offering an impressive experience of over 30 years; strong credentials in generating sustained revenue in demanding deadlines and competitive environments

An ambitious thought-leader evangelist driven for entrepreneurship to gain achievement with a verifiable year-after-year success in achieving revenue, profit and business growth objectives especially within start-ups, turnaround and for rapid change environments. Highly skilled in driving high-value revenue and planning in the rapid changing entrepreneurship business context. Overall business acumen consists of networking, bringing new ideas to the virtual-table, educate and drive results. Motivational creative-management styled professional with proven history of building business, guiding and retaining high performance teams to develop and implement keenly developed strategies for accelerated business growth.

Adept at generating revenue in complex business environment and of adapting approach in differing business situations; dexterity in assessing changing market environs with an insight into the domains of market research, customer relationship management and business development. Capable of establishing new milestones through evolved managerial skills. Highly skillful in driving high-value revenue and profit plans, large scale cost savings, building prolific strategic alliances to position organization for long-term profitability and enhanced productivity & performance. Acknowledged leader with demonstrated abilities in achieving bottom line / top line as well as turnaround growth and positioning the organization for long-term profitability. Multilingual proficiency in English, Hindi, Marathi, Gujarati, Marwari, Kutchi, Kannada & Sindhi.

KEY AREAS OF EXPERTISE

- Business Growth
- Vision, Strategy, Execution and Leadership
- Innovation/ New Product Development
- Market Research & Analysis
- Project Management
- Communication & Negotiation Skills
- Forecasting
- Budgeting & Cost Control
- Strategic Management
- Profit Center Excellence
- Human Resource Management
- Quality Management
- Resource Optimization
- Staff Development & Training
- Team Building

CAREER HIGHLIGHTS

- *Started from grassroots; built-up a top notch company in water-purification industry (In spite of being a layman during the start). Rated amongst top 10 leaders-in water purification industries in India.*
- *Achieved year on year growth and grew the business from zero to a company generating Rs 1 Crore revenue a year as on 2016-2017.*
- *Participated in over 40-60 exhibitions per year. (Consumer/ Industrial/ Speciality exhibitions). Developed dealers, closed deals clinched tenders and high valued projects. Procured & managed key accounts while building and managing a sales team.*
- *Pitched and proposed swimming pool construction projects and provided expertise to architects and engineers. Implemented such projects in coordination with them. 2012-2017*
- *Canvassed and implemented water treatment plants for the industrial belt for projects valued Rs. 2-5 lakh.*
- *Credited for executing RO water treatment plants for dialysis units on Pan Maharashtra basis across civil hospitals. (State Government by E-Tender Process).*
- *Executed 25 water treatment projects for Jawahar Navoday Vidyalaya across Maharashtra, Goa, Gujarat and Karnataka in 2010.*
- *Set up industrial consumable chemical resale unit in Kolhapur. Also setup an innovative items sales counter in Sangli.*
- *Credited with getting the company ISO 9001:2015 Certified, NSIC and Crisil rated.*

- Undertook large scale commercial vermiculture projects for the textile industry (first time in India) with a team of 15 people in collaboration with a PhD Microbiologist for key clients including Pranavadiya Spinning Mills, Arvind, Mohite Textile Mills, Indocount and Raymonds to name a few in 2000.
- Awarded Best Service Industry by Indian Medical Association-Sangli in 2001.
- Won the Best Stall Award by Engineer and Architect Association consecutively in 2003 and 2004 for Habitat, a trade exhibition.
- Awarded Innovative Industry of the Year in 2000 by Rotary Club during a trade exhibition for South Maharashtra, North Karnataka, and Goa.

EXPERIENCE & ACHIEVEMENTS

PITALIYA WATERTech INDUSTRIES

July 1994-Present

Business Head/ Owner

Responsible for everything that goes on in the business, from developing strategies for growth, controlling the direction of the company and deciding budgets for all departments.

- Lead change and transformation across all business areas to deliver benefits and align company resources.
- Manage business plans, productivity improvement and delivery/operational requirements as part of the end-to-end business responsibility.
- Responsible for managing complete P&L operations and identifying market share, gauge market dynamics and trends for Water Treatment Lab and sales of various water treatment equipment.
- Drive key strategic initiatives while identifying and developing new business acquisition opportunities in order to deepen market penetration in the allocated areas and enhancing the client base.
- Responsible for manufacturing, assembly, sales and service of water treatment equipment including water-filters, softeners, purifiers, conditioners, RO plants, DM plants, pressure boosting systems, etc. while leading a team of 10-12 people.
- Manage key accounts with focused approach and nurture relations with them for productive business relations.
- Oversee the operations of organization and manage its compliance with legal and regulatory requirements. Coordinate with the accounts department for timely submission of sales tax and other government levied taxes.
- Promote a culture that reflects the organization's values, encourage good performance, and reward productivity.
- Contribute strategic and operational inputs across all functional domains to maximize operational efficiency, balance deployment of resources to maintain overall competitiveness of the units.
- Manage business plans, productivity improvement and delivery/operational requirements as part of the end to end business responsibility
- Promote the sales and service culture through coaching, guidance and staff motivation; achieve sales goals through new business sales, referrals, and retention of account relationships.

Projects & Accomplishments:

- Drove new client acquisition efforts for maximizing revenue by organising and conducting seminars for Doctors, Architects, Engineers, Rotarians, Consultants, etc. to promote and showcase the company's products.
- Developed a non-electricity based water purification system. Installed over 350 units across schools, colleges, and community centres owned by World Vision Fund, a subsidiary alliance of WHO.
- Supplied water treatment for Kidney Dialysis Unit at Government Medical College (Miraj), Civil Hospital (Sangli), Siddhivinayak Cancer Hospital, Dr. Dharamsi Hospital, and Sasoon Hospital (Pune).
- Credentials of being chosen and appointed as Water Treatment Specialist for Food and Drug Department of Maharashtra, Pune zone comprising of Pune, Satara, Sangli, Kolhapur, and Solapur from 2000-2007. All food and drug related companies had to get their water treatment activity assessed by Pitaliya Watertech Industries.

EDUCATION

- **PG Diploma (Entrepreneur Development & Management)** at MCED, Aurangabad, 1997.
- **B.Sc.** at Willington College, Shivaji University, Kolhapur, 1994.