

**RUPAL KOTANGALE**

BACHELOR OF TECHNOLOGY,
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ACADEMICS

Year	University	Institute	C.G.P.A/ percentage	Degree Certificate
2017	Mumbai University	Veermata Jijabai Technological Institute	7.63	Bachelor of Technology, Electrical Engineering
2014	Government Polytechnic, Nagpur (Autonomous Uni.)	Government Polytechnic, Nagpur	87.31 %	Diploma in Electrical Engineering
2011	Maharashtra State Board (India)	Prashant Highschool, Nagpur	92.73 %	Secondary School Certificate

*CGPA on a scale of 10

SCHOLASTIC ACHIEVEMENTS

- Graduated with **First Class Distinction** in Bachelor of Technology in Electrical Engineering (2017)
- Winner of intercollegiate technical paper presentation in Polytech Fest (2014)
- Ranked 5th** out of approx. 25,000 students in Maharashtra state in diploma course of Electrical Engineering (2014)
- Ranked 1st** in Secondary School Certificate examination in the batch of 300 (2011)

WORK EXPERIENCE (3 years 8 months)*Graduate Trainee Engineer- GTE (2017- 2018)*

- One year of extensive training program related to business unit of rolling stock, signalling, rail electrification, SCADA, freights, and products where GTE's received useful insights of the business operations and project management at various project location in India.

*Customer Service Professional (2018- Current)**Siemens Ltd, Mumbai*

- Business enhancement** with customer co-creation and developing/promoting new products/solution for Railway as well as Metro domain.
- Project execution & management** of Broken Rail Detection pilot project with Indian Railways for which received funding of Euro 5.3 Million from Siemens HQ.
- Well versed with stakeholder and vendor management, customer interactions and networking, procurement, and site activities for pilot project
- Bid manager** for C-category (project value between Euro 2.5-10 Million) flagship *Smart Yard* project which involves working on high risk and high-volume projects of digitalization portfolio.
- Deep understanding of Siemens internal sales processes and project management tools which helps in identifying potential technical, commercial, and financial project risks, calculation of project pricing, project requirement management and documentation of project summary for bid decisions by business units.
- Selection in Asia's **Siemens Next 47 accelerator Program** wherein Siemens intrapreneur are trained for converting start up ideas into actual business case and encourage development of new technologies.
- In process of filing a **patent** for *Wagon Damage Detection Solution* through Siemens Next47 program which helps in saving revenue loss of approx. INR 1000 Million in freight operations of Indian Railways by timely detection of damaged wagons.
- Lead Sales representative** at biggest industrial exhibitions in India like ELECRAMA organized by Indian Electrical and Electronics Manufacturers Association (IEEMA), IREE (International Railway Equipment Exhibition), INNORAIL'18 organized by Confederation of Indian Industry and various other customer workshops.

SOFTWARE SKILLS

Software Packages : Microsoft Office, PDF Xchange Editor, Project Management Tools at Siemens
Operating Systems : Microsoft Windows 10,8,7

LANGUAGES KNOWN

English(S/R/W)
Hindi(S/R/W)
Marathi (S/W/R)

EXTRA-CURRICULAR ACTIVITIES

- Member of employee engagement committee at Siemens Mobility
- Winner of 1st *International Virtual Tokayan Karate Championship'2020* in open category stomach punch
- Runner up in district level *Ashtedo Mardhani Akhana Champ'2020* in Bo Staff rolling
- Winner of *Siemens Mobility Got Talent'2019* and *Siemens India Business Conference'2018* group dance competition
- Interest in acrylic painting, creative arts etc.