

Shiva Marathe  
Email: \_\_\_\_\_  
Your Address

## **RESUME**

### **Career Objective:**

I want to improve my background by studying further so that I can build up my career in Research and Development.

### **Professional Experience:**

Since Oct. 1999, GKI Pumps, a German multinational, making pumps and valves, has sponsored me for Post-Graduate Diploma in Business Administration (equivalent to MBA) course at Indo-German Training Centre, Mumbai, run by Indo-German Chamber of Commerce. It is a two-year course based on the German dual system. During the last one year I studied the following subjects through lectures, presentations, assignments and practical work at the factory:

#### *Marketing:*

Know MEGA\*, RPH\* selection, Pump selection for multi-stage pumps, Export activities at GKI, Pricing of imported spares, Fire fighting pumps. (\* Indicates the product name of GKI.)

#### *Production Management:*

Functioning of IE department, Plant Layout at GKI, QA department at GKI, MRP in GKI, Purchase activities at GKI.

#### *Finance:*

Debt market in India, Basics of income tax, Study of fixed assets.

### **Projects undertaken during the practical phase at KSB:**

#### MEGA\* and its competition:

The project involves study and technical comparison of GKI's MEGA pump with equivalent models of five of its nearest competitors. This project was, later, officially circulated to our sales personnel.

#### Value Chain Analysis for GKI:

The project categorizes all the activities within the scope of GKI into sub-activities and so on. The project identifies the redundant activities and suggests their elimination thereby reducing the cost as well as time.

#### *Core Competence and MUDAS (Elimination of Waste):*

The project involves identifying key skills of GKI and finding the core skill leading to competitive advantage. The other part of the project includes eliminating wastes by MUDAS (type 1 and type2).

### **Educational Qualifications:**

Exam	Examination Body	Institution	Month/Year of passing	Marks
DBA (3 Phases)	Indo-German Training Centre Mumbai-400 020	Indo-German Training Centre, Mumbai	Aug 2002 (expected)	CGPA = 3.75 (for 3 Phases)
B.E. Mech.	Shivaji University, Kolhapur-416004	Padmabhooshan Dadasaheeb Patil Institute of Technology, Budhgaon - 416304.	Jun 2000	69 %

**Vocational Training:** Worked on assembly line in M/s. Reynolds Industries, Kolhapur– 416004, manufacturer of agricultural equipments from 19<sup>th</sup> June to 18<sup>th</sup> July 1998.

**Software Skills:** Dos, Windows 95/98, AutoCAD, 'C' Language, VB and Oracle.

**Elective (in B.E.):** Mecatronics Engineering.

**Seminar (in B.E.):** Fuel Injection systems in SI Engines.

**Project (in B.E.):** Design of *Bend Testing Machine for Metallic Wires*.  
M/s. Sridhar Pvt. Ltd., M.I.D.C., Sangli, a leading manufacturer of special purpose machines sponsored the project. This machine ensures quality, especially in the field of construction.

### **Papers presented:**

Bharat Rane and Shiva Marathe

*"Implementation of Autocad Technology: A Strategic Approach"* at THRESHOLD 2000 'National Technical paper contest for students' organised by Dr. B.R. Ambedkar College of Engineering, Pusad Dist. Yavatmal (Maharashtra), Co-Sponsored by ISTE and IE.  
January 8-10, 2000.

Shiva Marathe

*"Role of Science in Human Welfare"* at National Students Conference on 'Culture of Peace' organised by World Centre of MEHEER's MIT, Pune, India and Indian National Commission for Co-operation with UNESCO, Ministry of HRD, Government of India, and New Delhi.  
February 3-5, 2000.

Shiva Marathe

*"Artificial Intelligence and Robotics"* at TECHNOVA 2000, 4th State level paper presentation contest organised by Kenkre Society's Textile and Engineering Institute, Ichalkaranji, Dist: Kolhapur.  
February 25, 2001

### **Papers written:**

Shiva Marathe and Anish Jain

“*Explosion Welding*” at IIT TECH-FEST 2000 `National Technical Paper Competition’ organised by Mechanical Engineering Students Association (MESA) of Government College of Engineering, Pune.

March 31, 2000.

Shiva Marathe and Rohit Patil

“*Going Faster .....But Where?*” for essay competition organised by ‘The London Times’, London and Shell Group.

Aug 2000

### **Sports:**

Cricket: C.K.Naidu state level tournament, three district level events.

Football: One district level event.

Volleyball: Inter-college representations.

Other: Participated in various school and college events.

Participated in Veedol Road Running Race.

### **Extra-curricular activities:**

Founder secretary of OMEGA GROUP ASSO. A social and cultural group.

Events organised: a) Nazaare 95, fashion-show, fun fair and flower decoration competition.

b) TVS-Sargam 97: state level singing competition.

c) Lamhe 99: College festival.

Member of YOUTH WING of Sangli, A division of WINGS INTERNATIONAL.

### **Social Activities:**

Raised funds for disabled and handicapped under Rotract Club

Donated blood at blood donation camp organised by Rotract Club.

Raised funds for Indian Army under the banner of Omega Group Association.

### **Personal Details:**

Birth-date: \_\_\_\_\_

Place of Birth: Mumbai (India)

Nationality: Indian

Languages known: English, Hindi, Marathi and German (Level 1).

Hobbies: Reading News-magazines/Newspapers, Collecting articles, Soccer.

Marital Status: Unmarried

Religion: Hindu