

Sachin Deshpande

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Career Summary

I have 12 years on experience (6.5 years international) in various industries and various functions. My major experience is in the Medical Device & Diagnostic industry. I possess proven abilities in developing and managing customer relationship as well as managing one of the largest accounts within TCS' MD&D portfolio.

Objective

Bring positive change in society thru Social Entrepreneurship.

Experience

2003-Present	Tata Consultancy Services (TCS)	
2006-Present	<i>Business Relationship Manager for a leading Medical Device Manufacturer</i>	Cincinnati, OH
	- Managing customer relationships at Director and above level executives - Developed, coached and led a culturally diverse, global team of 25 including 5 Project Managers and 20 engineers; team has produced 11 different patents to date - Increased revenue 500% in three years; instituted portfolio of USD 6MM per annum. - Achieved highest customer satisfaction level index	
2004-2006	<i>Project Leader for a leading Medical Implants Manufacturer</i>	Warsaw, IN
	- Managed Instruments in-sourcing program for knee instruments - Achieved 100% on-time delivery targets for complex projects	
2003-2003	<i>Project Leader for a leading Power Equipment Manufacturer</i>	Hyderabad, India
	- Pioneered the first project for this customer - Successfully executed the pilot project and ensured a long term relationship with the client – currently this relationship generates USD 5 MM revenue per annum - Turbine blade design automation project; led a team of 3 engineers - Achieved 100% on-time delivery targets for all phases	
2002-2003	3D PLM Software Solutions Ltd	Pune, India
	<i>Project Leader – CATIA V5 Industrialization</i>	
	- Created and led the Mechanical Design related modules testing project - Designed & implemented test cases for all modules - Successfully completed & released two versions in thirteen months	
1998-2000	Jawaharlal Nehru Engineering College	Aurangabad, India
	<i>Lecturer, Production Engineering</i>	
	- Taught various subjects in Production Engineering department - Managed CAD/CAM lab; evaluated & purchased CAD/CAM software - Guided students for their final year seminars and projects - Created and led student group for GATE exams and encouraged students to pursue higher studies in engineering	
1997-1998	Videocon Appliances Ltd	Aurangabad, India
	<i>Design & Development Engineer, Washing Machine/Dishwasher Division</i>	
	- Designed rat-mesh sub-system for semi-automatic and full-automatic washing machines - Designed and developed several washing machine components - Setup and successfully started assembly line for Dishwasher products	
Education		
2000-2002	Master of Engineering (Production Engineering) from College of Engineering Pune, Pune University, India with 71.5% (University rank #1)	
1992-1996	Bachelor of Engineering (Production Engineering) from SGGS College of Engineering Nanded, B.A. Marathwada University, India with 67.5% (University rank #4)	
Interests	Volunteer work for “Gifted Education Advocacy and Resources” Group, United Way, Cincinnati Open Tennis tournaments; hobbies include reading, teaching, swimming, music and playing tennis.	