

**GEFRAN****Invitation** 

Pune Chapter



ASM International Pune Chapter & Gefran cordially invite you for  
**Technical Presentation by**

**Mr. Kalpesh Desai**

**General Manager, Gefran India Pvt. Ltd.**

On

**Importance of control in Heat Treatment furnaces**

**Venue:** Regal Hall, Hotel Pride, University Road, Shivaji Nagar,  
Pune

**Date: Thursday 23rd March 2017 at 7.00 pm sharp**

Please join us for cocktails & dinner

**RSVP:** Ravindra Ratnaparkhi, [asm.pune@gmail.com](mailto:asm.pune@gmail.com)

**S G Kulkarni**    **L D Deshpande**  
**Coordinators Tech. Program**

**B R Galgali**  
**Chairman**

**Rahul Gupta**  
**Secretary**

**About the Program :**

Registration & Welcome Drinks	7.00 - 7.30 pm
Welcome Speech	7.30 - 7.35 pm
Technical Presentation	7.35 - 8.20 pm
Q&A Session	8.20 - 8.35 pm
Cocktails & Dinner	8.35- 10.00 pm



**About the Speaker:**

Kalpesh Desai is veteran in automation field and has served the industry for more than 28 years at various positions. Currently he is country head and General Manager for Gefran India Pvt Ltd. – a global sensor and automation company head quartered at Italy. Kalpesh spent close to 20 years at Eurotherm–Invensys-Schneider – multiproduct automation group at various levels and managed solution business incorporating products like controllers / programmers / DCS/ Safety Systems / PLCs / Power Controllers / Drives / Field instruments etc.

In his journey he has managed several functions such as Sales, Marketing, Product management, Project execution & Vendor development, Channel Partner Management, Operations and P&L Management of the company.

He has handled blue chip National and Global accounts as Sales Director closing multimillion deals for automation projects.

Kalpesh has effectively managed sales operation of large Multinational by making use of internal processes such as qualifying opportunities, maintaining sales funnel, preparing business cases, getting internal/external approvals, legal review of contractsetc.