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Marketing &Sales Engineer/Production engineer/proposal engineer

I am a hard-working, motivated professional with loads of initiative and enthusiasm. My background in mechanical engineering gives me an insider's perspective when it comes to engineering-related industries, and my business development/Marketing & Sales/Production experience has given me extensive experience in facilitating Business relationships. Thriving in a fast-paced environment, I am a strong negotiator and networker, and very much a 'big picture', strategic thinker. Above all, I am looking for a stimulating position in an energetic and supportive team where I can continue to make a transition from engineering to a strategic role.

Areas of Expertise

* Supervisory Skills (Shift supervisor in Production Dept).
* Lean Manufacturing Skills (Eliminated types of Wastages like cycle time reduction, over processing, inventory etc.).
* Fabrication (Improvements done on M/C guards, Work Station & Fixture racks).
* Team Leadership (Plant Coordinator for Lean manufacturing).
* New Business Development (Recently with Tata Hitachi, TAFE & Volvo Trucks).
* Budgeting, Forecasting& Financial Controls (Preparation of FY Budget, Collection of Payments & C forms.).
* Sales management Skills (Handled Sales team).
* Business Analysis.
* Negotiating Skills
* Customer Relationship Management.
* Employee Engagement.

Professional Excellence Summary

* Overall 3.5 years of experience and the capacity to adopt new concepts with due responsibilities.
* Over 2.5 yearsexperienced in all aspects such as professional Business Development, Marketing & Sales.
* Over 1 year experience in all aspects of Production.
* Experienced in using Lean manufacturing to reduce costs & streamline production process.
* Have astonishing communicating skills in both of the ways like verbal and written.
* Have adequate knowledge regarding production and operational arrays of management.
* Presently associated with Oerlikon Fairfield Atlas Ltd, India.

**Achievements**

* Have received certificate of appreciation for successfully completing of Lean. ManufacturingProgramme by Indian Tool Manufacturer.
* Have received appreciation mails from Plant head& Marketing head.
* Nominated for best boy in college.
* Secured 1st Rank in District for CET Exam.
* Participated in State level Cricket & University Tournaments.

Computer Programming Skills

* Practiced Technical Tools: AutoCAD, Ansys, Solid Works, and Catiya.
* Practiced Office Package: Microsoft Word, Microsoft Excel, Microsoft Access, Microsoft PowerPoint, and Microsoft Outlook Express.
* Practiced Operating Systems: ERP, BPCS, and MS DOS.

Professional Background

**Oerlikon Fairfield Atlas Ltd** is a manufacturer of engineered gear and drive solutions. Its products are sold worldwide to leading off-highway vehicle and industrial equipment manufacturers. Renowned for its engineering expertise. Oerlikon Fairfield maintains manufacturing facilities in the USA, China and India and is well positioned to support the needs of global equipment manufacturers.

Fairfield Atlas Ltd. is a subsidiary of Fairfield Manufacturing Co., of USA the largest manufacturer of Gears and Systems in the North America and a member of Oerlikon Group of Switzerland. Its major customers include John Deere, Case, Caterpillar, GE, Genie Industries, Ford, Dana, Carraro, TAFE, General Motors, Tata Hitachi, Mahindra & L&T etc.

Turnover of 60 million, Employees: 900, Certified:QS/TS-16949 2002 -9002, ISO 14001:2004 and OHSAS 18001:2007.

Exports contribute 65% of the overall business.

July 2013- Oct 2014: Worked as Marketing& Sales Engineer Representative for Oerlikon Fairfield, India with the following responsibilities

* Preparation of New Business Plan for the company’s operations.
* Identification of Potential customers for company’s products.
* Obtaining approval of company by the potential customers and generation of new enquiries.
* Submission of proposals, providing clarification to customer queries, negotiation leading to order finalization.
* Contract Review & Confirming orders to customers.
* Coordination of the productdevelopment activity at the factory till product approval is obtained.
* Maintaining customer communication and attending routine issues relating deliveries.
* Handling order amendments.
* Payment collection and attending to related commercial issues.
* Measuring Customer satisfaction through conduct of customer satisfaction survey.
* Be aware of Market Changes & suggest and implement ways.

August 2012 - July 2013: Worked as Production Engineer Representative Oerlikon Fairfield, India with the following responsibilities

* To ensure smooth running of the production process in terms of Management staff, Management of production & Quality targets.
* Monitor measure and report on production related process performance, general issues.
* To ensure that all direct staff comply with the company’s Health & Safety procedure.
* Managed team of more than 40 employees across gear cutting department as a sole supervisor of shift production.
* Coordinator for the entire plant in improvements like Kaizens, Poke-yoke & Continuous Improvements.
* Created and implemented initiative that reduced a production process from four steps to two steps.
* Implementing world class manufacturing systems.

May 2007 - June2008: Worked as Sales Executive Representative Maruti Suzuki Authorized Dealer Belgaum, India with the following responsibilities

* Discussing the customers’ needs and advising them on the most suitable vehicle.
* Discussing the features of different vehicles and what would suit the customer best.
* Highlighting extra products to customers, such as accessories or after-sales service.
* Working out finance arrangements, including cash payments and car loans.
* Keeping existing and potential customers informed about new vehicles and deals.
* Completing related paperwork and pre-delivery inspections.
* Conducting Road Events& Test drive.
* Achieve Monthly Sales Target.

Educational Background

* Achieved Bachelor Degree (BE) in Mechanical Engineering from the Visheveswaraya University, Karnataka in the year of 2012 at Gogte Institute of Technology, Belgaum and secured grade first class.
* Achieved Diploma in Automobile Engineering from the Board of Technical Education, Banglore-Karanataka in the year of 2009 at Gomtesh Polytechnic, Belgaum and secured grade first class.

Personal Details
Date of Birth : 11/8/1988

Sex : Male

Marital status : Single

Nationality : Indian

Languages Known : Fluency in English, Hindi, Marathi andKannada.

Hobbies : Playing Football, Cricket, Listening music.