**John**

[John.275401@2freemail.com](mailto:John.275401@2freemail.com)

**Career Objective:**

* To lean and work effectively in an organization and to constantly upgrade my knowledge and skills.
* I will work hard for the development of the company and work towards fulfilling the customer satisfaction.

**Work Experience:**

**1. Organisation**

**:** Action Construction Equipment Ltd.,

**Designation**

**:** Sales Engineer.

**Period**

**:** 01-07-2015 to 06-02-2016.

**Company Profile**

**:** Manufacturing, Sales and Service of construction and materialhandling equipment around the globe.

**Roles and Responsibility:**

1. Taking care of sales - Mobile Cranes of 9Tons to 25 Tons (12 to 50 Lacs in Rupees) for the southern districts of Tamilnadu – India.
2. Establishes new accounts and services accounts by identifying potential customers; planning and organizing sales call schedule.
3. Building relationship with customers, operators, dealers, opinion leaders, mechanics, spare shops owners, financiers and DSA’s.
4. Following the hot cases, providing enough knowledge about the product, quotations, finalizing the price, coordination in delivery process.
5. Preparing cost estimates by studying blueprints, plans, and related customer documents to provide suitable equipment.
6. Gains customer acceptance by explaining, and demonstrating cost reductions and operations improvements.
7. Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.
8. Maintains professional and technical knowledge by attending workshops at Head Office.

**2. Organisation**

**:** GVK Emergency Management and Research Institute.

**Designation**

**:** Emergency Management Executive.

**Period**

**:** 15-05-2014. to 30-06-2015

**Company Profile**

**:** 108 Ambulance, Providing Emergency Response Services underPPP framework. Having more than 700 ambulances in Tamilnadu.

**Roles and Responsibility:**

1. Taking care of 15 Ambulances in their Schedule Service, Preventive maintenance, Breakdown Maintenance and Refurbishment work.
2. **Schedule Service:** Engine oil service, Diesel filter& Oil filter, Gear& Crown oilservice, Coolant oil, Air filter& grease packing.
3. **Preventive Service :** Overhauling of Self motor& Dynamo, solenoid switchreplacement, brake lining, brake master cylinder, wheel cylinder, clutch slave& master cylinder – oil seal kit replacement, King pin work, Tyre rotation, wheel alignment& Balancing, battery fluid level checking, radiator leak, turbo oil hose refit, fan belt tension adjusting, Leaf springs and shock absorbers bushes and pin replacement.
4. **Breakdown:** Overhauling gear box, Caliber overhauling, release bearing or clutchplate replacement work, universal joint failure& propeller shaft bearing& boot replace.
5. Handling a team of 65 members, preparing them duty rooster, approving leaves and maximum optimization of man power and solving their operational issue.
6. Preparing Monthly reports, Diesel reports, Indent for Tyre& Battery, Preparing statement for vendor bills, Provisions for bills, 90 Days plan for amby maintenance, Reducing downtime, Attendances, Monthly Tour Plan& **Presenting monthly report** **for District Collector, Joint Director, and Deputy Director.**
7. Taking caring of Operational, Quality, HR, SCM and Fleet issue of an entire District Kanyakumari in Tamil Nadu.

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| --- | --- | --- |
| **3. Organisation** | : | Jairam Motors. |
| **Designation** | : | Sales and Service Engineer. |
| **Period** | : | 03-12-2012. to 14-05-2014. |
| **Company Profile** | : | Authorized dealer for ACE Crane and Forklifts. |

**Sales:-**

* Creating New Customer& Converting Cold Customer into Hot customer.
* Preparing Quotation & finalizing the prize.
* Arranging / advising finance for potential clients based on their situation and following the payment transaction.
* Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.

**Service:-**

* PDI& Commissioning New Crane.
* Carrying out Schedule Service, Breakdowns& Service calls.
* Preparing Warranty Claims.

**Educational Qualification:**

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| --- | --- | --- | --- | --- |
| SSLC | State board | March-2006 | 409/ 500 | 81.80% |
|  |  |  |  |  |
| HSC | State board | March-2008 | 933/1200 | 77.75% |
|  |  |  |  |  |

**Professional Qualification:**

* **Bachelor of Engineering - Mechanical** - 7.07 CGPA (2008-2012 ).

Infant Jesus College of Engineering, Thoothukudi. (Affiliated to Anna University, Chennai).

**Project:**

* Mini project “**Hydraulic Turbine”.**
* Main project **“Design and Development of Anaerobic Digestion of Sludge by**

**Mechanical Pretreatment”**

**Description:** Mechanical pretreatment of Waste Activated Sludge by jetting andcolliding against a colliding plate at 8 bar, made the sludge easily digestible and after taking reading in parameters after and before the mechanical pretreatment of Waste Activated Sludge the digester Solid Retention Time has been reduced from 13 to 6 days and bio gas efficiency also increased.

**Co-curricular Activites:**

* Presented paper on “Turbines & it Applications” and won 1st prize at Infant Jesus College of Engineering, Tuticorin.

**Personal Qualification:**

Date of birth

: 04/11/1990.

Sex

: Male.

Marital status

: Single.

Mother tongue

: Tamil.

Languages known

: Tamil, English.

Nationality

: Indian.

Driving License

: India Driving License – Light Motor Vehicle (2& 4 Wheelers).

**Strength:**

* Effective presentation and communication skills.
* Team spirit and positive attitude.
* Quick and faster to learn.
* Capability to understand new system.

**Skills :**

* Package MS office, Basic of TALLY 7.2.,
* Market Analysing, Presentation, Documentation& Reporting, Negotiation, Sales.
* Time Mgt, Critical Thinking, Decision Making, Flexibility, Monitoring, Instructing.
* 2D& 3D Drafting package: Auto CAD, Solid Works.& Language: basic of C.

**Declaration:**

I do hereby declare that the particulars of information and facts stated herein above are true, correct and complete to the best of my knowledge and belief.