Ashish

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| Bur Dubai, UAE |  |  |
|  | Visit visa valid till: 13th Feb, 2018 |  |
| Email: ashish.374752@2freemail.com  |  |

**PERSONAL PROFILE**

A result driven individual, recently graduate an MBA in Global Business from Coventry University London Campus. Who possesses multinational company 32 experience in Electrical Power Industry and 15 months experience in sales & marketing. Committed to effective business development through identifying growth opportunities and customer relationship management, looking for a career to flourish experience in the technical field with full integrity and zest.

**EDUCATION**

April 2016- April 2017: MBA Global Business, Coventry University London Campus, London.

Module include: International marketing, advanced business practice, project management, sustainable strategy – from planning to implementation, international supply chain management, leading in a changing world, marketing in a global age, managing international trade, entrepreneurship.

2008-2012: Bachelor of Technology in electrical engineering, Jodhpur National University, Jodhpur, India

**EXPERIENCE**

June 2016 to August 2017: Jsoft Solution Limited, London Full Time Merchandiser

Merchandising new and existing outlets to agreed standards- externally and internally

* Achieve day to day performance against set KPI's
* Maintaining relationships with vendors to ensure the company's POS items are always visible, in the right location and in good condition, as instructed by Managers
* Forecasting Point of sale material & carrying material to fully merchandise stores against set call targets.
* Providing sales leads to sales operations for follow up
* Identifying and qualifying points of sale areas for the company's products in the ethnic market.
* Maintaining awareness of market trends in the retail industry, understanding forthcoming customer initiatives, and monitoring what local competitors are doing.
* Promoting the company's proposition to proprietors of potential vendor locations and negotiate the Merchandising agreement, as instructed.
* Working with the sales support team to direct sales & marketing support to vendors. Dealing with sales as and when required.

Part time work sales executive with Jsoft for the promotion of Lebara mobile and TV setup box (Lebara Play) in different venues in London.

* Identify marketing initiatives through customer research; develop targeting and segmentation plans.
* Formulate new offers and promotions.
* Planning and implementing marketing activities across all online and offline channels.
* Market survey to find out the market share of Lebara SIM card and Lebara play.
* Co-ordinating company representation at various international events and exhibitions.

June 2014 - July 2015: Wartsila India Limited. Nov. 2012 - June 2014: Thermax Limited.

Electrical Executive Engineer in Wartsila India Ltd. for Hindustan Zinc Ltd. (Vedanta), Zawar Udaipur. For (1 X 80) MW Pulverised Fuel Boiler (BHEL) 330TPH, 80 MW BHEL Turbine & Generators, DAVR & BL Exciter (DCS Honeywell & Max DNA).

* Responsible for spare parts inventory management, monthly schedule for preventive maintenance and maintaining management information system report for Captive Power Plant (CPP) power generation and auxiliary consumption.
* Spare part indent management, budget estimation and convincing skills, resolve complaints and help, diffuse volatile situations.
* Normal and abnormal operation of power plant during running and trip condition. Checking/ensuring healthy operating condition, noticing abnormalities and critical problems.
* Guided operating personal to run plant efficiently and economically.
* Lead, guide and motivate team of technicians, operators & supervisory staff to achieve the targets as per schedule.
* Co-ordinate with other functional departments such as mechanical & instrumentation for successful operation & maintenance of CPP.
* Adhere to safety norms, using permit and LOTO.

**Voluntary Work**

* Leading job for reducing auxiliary power consumption.
* Mentoring
* Organised workshop of ‘Ethical Hacking & Cyber Security’, Jodhpur (Jan. 2012)
* Represented the school in ‘Science Modal and Teaching’ (2006).

**Technologies**

* Windows 2000, XP, 7, 8.
* SAP (System Application & Product)
* Microsoft Office and Prezi.

**Skills**

* Highly analytical thinking with demonstrated talent for identifying, scrutinizing, improving, and streamlining complex work processes.
* Team Working Skills: I have previously worked in different events where teamwork is essential. I helped my team to achieve our targets.
* Communication Skills: Able to communicate complex information to individuals and groups, make presentation and respond to the questions in both educational and workplace settings.
* Organisational Skills: I am able to solve problems and handle numerous tasks at same time as I have capability of staying calm while going through critical situation and under pressure to meet the targets.

**Reference**

Available on request.