|  |  |
| --- | --- |
| **Saptaswa**  ***Production Engineer / Mechanical & Sales Engineering Professional***  **E-mail:** [saptaswa.383206@2freemail.com](mailto:saptacbs@gmail.com) | C:\Users\cvwriter\Desktop\383206.png |

**PROFILE SYNOPSIS**

|  |
| --- |
|  |

Versatile, Dynamic, and Gulf experience professional equipped with 6+ years record of delivering key significant contributions towards companies’ continued business growth. Demonstrated robust competency in handling a wide range of duties in domains of Senior Sales & Operations Management, Production Manager, Research & Development Engineer, Sales Engineer, Design Engineer, and Client Relations; Possess a comprehensive and thorough understanding of Project Management, Facilities Management, Risk Management, Safety Management, Manufacturing Process Development and Improvement, Product Design Manufacturability Improvement, Planned Maintenance, Corrective Maintenance, Environmental, and Health & Safety initiatives with strong technical expertise. Acquired a thorough understanding related to all mechanical fundamentals, and a sound working knowledge of manufacturing and chemical/thermal processes, instruments and controls. Strategic and seasoned team leader with excellent planning, analytical, problem-solving, decision making, coordination, monitoring, time management, communication, and interpersonal skills; Aspiring to contribute and work actively in a more challenging work profile in Manufacturing or any related industry where gained knowledge & expertise will have a valuable impact.

|  |  |
| --- | --- |
| **Strengths & Skills** | |
| * Gained 6+ years experience within a diversified industry * Proficient with AutoCAD, Solid Works & MS Application * Site management, Investigation and Analysis skills * Excellent Negotiation/Presentation/Interpersonal skills * Profit Maximization and Revenue Achievement skills | * Expertise in Production, Design & Sales Engineering * Adroit with Design & Comprehensive Project Report * Strict Adherence to Health/Safety & Quality standards * Strategic Planning – Business Development skills * Result-driven – Dynamic – Out of the box thinking |

|  |
| --- |
| **QUALIFICATION** |

**Bachelor's Degree in Mechanical Engineering –** *Priyadarshini College of Engineering & Architect* **2012**

*Nagpur University, India*

|  |
| --- |
| **CAREER SNAPSHOT** |

**Senior Sales & Operational Manager –** *Regent Global Trading LLC, Dubai* **Apr 2018 – Present**

**Production Manager –** *Attero Recycling Pvt. Ltd., Sharjah* **Jul 2016 – Feb 2018**

**Research & Development Engineer –** *Gauges Bourdon (I) Pvt. Ltd., India* **Oct 2014 – Jun 2016**

**Sales Engineer –** *Advance Sales Corporation, India* **Apr 2013 – May 2014**

**Junior Design Engineer –** *Victrans Engineers, India* **Jun 2012 – Feb 2013**

|  |
| --- |
| **AREAS OF EXPERTISE** |

**Production Engineer – Manufacturing & Production**

* Responsible for the identification, development, implementation, and validation of manufacturing systems, capital expenditures and process/equipment modifications to result in capacity increases, cost reductions, and quality enhancements of products, processes, and equipment.
* Determine the requirements and implement process and equipment and facility improvements for the purpose of product transfers, increased capacity, cost savings, and quality enhancements.
* Evaluate facility layout and operation data to include process flow diagrams and make recommendations for efficient utilization of personnel and equipment. Analyze capabilities and capacities as they relate to new and existing products.
* Identify, evaluate and recommend value-added capital expenditures that result in cost savings and/or quality enhancements. Define and conduct qualification procedures for new and modified equipment.
* Review proposed capital improvements to include evaluation of design specifications, quotes, and bids for facility and equipment modifications. Establish engineering specification and source equipment based on project requirements.

***Safety Management***

* Assure all safety requirements are met for the entire manufacturing facility including minimization and management of all Hazardous Materials.
* Responsible for specifying Personal protective equipment (PPE) requirements for all processes as well as continuously improving ergonomics for all operations. Serve as the primary engineering representative for the safety committee.

***Manufacturing Process Development and Improvement***

* Lead the development of manufacturing processes that are safe, efficient, well documented, and easy to maintain including the generation and maintenance of graphical based work instructions/methods sheets.

***Product Design Manufacturability Improvement***

* Review and comment on drawings, calculations, specifications, and other Design Engineering outputs. Provide input for DFX (Design for quality, cost, manufacturing, etc.).

***Complaint Investigation and Analysis***

* Work closely with the Quality Manager to investigate field complaints and when appropriate initiate corrective actions and close via the PDCA process. Train Junior Engineer or manufacturing personnel on any new or changed processes.

**Sales Engineer – Manufacturing & Production**

* Responsible for increasing sales of all Company's products such as power distribution, switchgear, controls, low and medium voltage systems, genset packaging/enclosures to current client accounts, as well as, identifying and securing sales from new clients.
* Proactively develop new accounts and expand existing accounts within the industry including Manufacturer, Utilities, and Professional Engineering Contractors.
* Prepare cost estimates by studying blueprints, plans, and related customer documents, consulting with engineers, architects, and other professional and technical personnel.
* Determine improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in the customer environment, engineering or proposing changes in equipment, processes, or use of materials or services.
* Work with department manager to develop product marketing plan. Identify the company’s strengths and weaknesses. Recommend and develop strategic product development roadmap.
* Review the client’s specifications, develop a detailed bill of materials and cost estimates for major projects.
* Attend trade shows, industry days and exhibitions as necessary to increase awareness of engineered products. Liaised with the customer and potential customer sites and projects.
* Observe all safety procedures and policies and use proper protective equipment (especially eye, ear protection and steel toe shoes/boots, gloves, etc.).
* Participate in the entire sales process – initial discovery, project review, design submission, component installation.

***Design & Team Management***

* Serve as liaison between clients, metal craft and design team. Research into new components/enhancements to design.
* Participate in design review meetings and always be looking for improvements to design from both customer facing and internal build perspectives.

***Accountabilities and Performance Measures***

* Achieve assigned productivity and profitability quotas. Maintains deal through-put in early deal-sales process steps.
* Ensure to achieve production growth targets for the assigned geography, channel, sales team, or account base.
* Maintain high customer satisfaction ratings that meet company standards. Completes required training and development objectives within the assigned time frame.

***Organizational Alignment***

* Reports to the Director of Sales Engineering in a timely manner and on a dotted-line basis to the sales team manager for the team supported. Works closely and collaboratively with the sales and account teams supported.
* Contribute to sales engineering effectiveness by identifying short-term and long-range issues that must be addressed, providing information and commentary pertinent to deliberations, recommending options and courses of action, implementing directives.

|  |
| --- |
| **PROVEN JOB ROLE** |

**Senior Sales & Operational Manager –** *Regent Global Trading LLC, Dubai*

* Effectively manage the whole operation of the company such as marketing, sales, and after-sales services.
* Successfully manage sales, first driving simulator sales while dealing with Belhasa Driving Centre which brings more profit to the company.
* Supervised juniors staff and colleagues, assist them for daily operation for a smoother and effective operation for the company. Managed Sales of recycled plastic from UAE to China.
* Maintained partnership with clients and long-lasting relationship with the company’s expansion. Liaised with companies for commissioning of an E-Waste Recycling plant in UAE.

**Production Manager –** *Attero Recycling Pvt. Ltd., Sharjah*

* Designed the various machines to extract precious metals from E-Waste as well as optimizing one of its kind plants for Lithium-Ion Battery Recycling.
* Administered designing of a plant for global expansion with the first plant being set up in Sharjah in collaboration with (Bee'ah Waste Management Company and Sharjah Investment & Development Authority (SHUROOQ).
* Worked in the pilot plant for both the Tin Oxide and the Battery Recycling Plant to see if it is feasible.
* Responsible for AutoCAD drawing of Tin Oxide plant and its machinery.

***Achievements***

* Promoted from Senior Sales Executive to Production Manager for Lithium-Ion Battery Recycling Plant.
* Successfully manage the production, starting from the input of raw material to the final metal extraction.
* Effectively monitored the raw material and maintain a proper database and report directly to the GM of the plant.
* Played a significant role in design department which has grown to 50 global patents.

**Research & Development Engineer –** *Gauges Bourdon (I) Pvt. Ltd., India*

* Responsible for new methods of manufacturing different types of gauges for Global Clients.
* Managed 2D AutoCAD drawing of the different types of gauges for example temperature and pressure gauges.
* Monitored and supervise the team on how to proceed with its production once the drawing is approved and finalized.
* Supervised the Production team with the manufacturing of the new product.

**Sales Engineer –** *Advance Sales Corporation, India*

* In-charge for different location around India markets such as Gujarat and Punjab
* Oversee the distribution of Firestone Air-Bellows, which are used in many industries such as paper mills, material handling industries, foundry industries, etc.
* Established new customers and build up a long-lasting relationship with them to expand customer database.
* Understand the customers need and provide an advice to buy a specific type of Air-Bellow or Marshmallow.

***Achievements***

* Successfully manage the entire North India. Responsible for after-sales of the entire North India and effectively handle customer complaints and resolve their issue.

**Junior Design Engineer –** *Victrans Engineers, India*

* Studied the design specification from quotation and drafting 2D AutoCAD diagrams of Instrument Transformer before sending to the factory for manufacturing. Filled the drawings according to specifications and customer names.

***Achievements***

* Entrusted by the company after a thorough training to look after fabrication, quality of the welding, dimension and the quality of the transformer before it’s packing and ready to dispatch.

|  |
| --- |
| **CERTIFICATIONS** |

* Certificate of Appreciation in Badminton Competition (Singles)
* Certificate of Appreciation in Debate Competition
* Certificate of Appreciation in Intercollegiate Poster Competition

|  |
| --- |
| **I.T SKILLS** |

* Proficient in MS Office application (Word, Excel, PowerPoint, Email application & Internet).
* Knowledgeable with AutoCAD and Solid Works

|  |
| --- |
| **PERSONAL DETAILS** |

Nationality : Indian

Date of Birth : 19th August 1988

Marital Status : Married

Visa Status : Employment Visa

Languages : English, Hindi

Driving License : UAE Driving License

Reference : Available Upon Request