

HIMANSHU D BHANDARI

Sales engineer

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SUMMARY

As a Sales Engineer at Desoutter Tools, I apply my BTech in Automotive Mechanics from Manipal Institute of Technology to deliver excellent industrial solutions. With a background in R&D from internships at Autoliv India and Nandan GSE, focusing on vehicle safety and support equipment, I excel in customer service, communication, and problem-solving. Passionate about innovation, I thrive under pressure and adapt effectively to meet and exceed organizational goals.

EDUCATION

Golden Gate University

Master of Business Administration
2024 – 2025

Manipal Institute of Technology

Bachelor's Degree in Automobile Engineering
2019 – 2023

Sri Chaithanya PU College

12th
2007– 2017

NITK ENGLISH MEDIUM SCHOOL

High school
2007– 2017

SKILLS

- Sales Engineering
- Mechanical Engineering
- Technical Support
- Technical consulting
- Application engineering
- Solution selling
- Team Collaboration
- Schedule Management
- Analytical Thinking
- Productivity Tracking
- Relationship Building
- Engineering Design
- Proposal Development
- Communication Skills
- Sales closing

CERTIFICATIONS

- Cultivating a Growth Mindset
- Creating Your Personal Brand
- Unconscious Bias
- Succeeding in a New Job
- Building Professional Relationships

PROFESSIONAL EXPERIENCE

Sales Engineer

Desoutter Tools | Nov 2023 - Present

- Developed and delivered technical presentations to prospects, customers, and internal teams.
- Provided product demonstrations to potential customers in order to showcase features and benefits.
- Created sales proposals for new and existing clients based on their individual needs.
- Analyzed customer requirements and identified solutions that best fit their business objectives.
- Provided technical guidance during the installation process at customer sites.
- Assisted field service personnel in resolving complex problems encountered by customers.
- Negotiated tender and contract terms to meet both client and company needs.

Process engineering Intern

Autoliv. | JAN 2023 -OCT 2023

- Assisted in the assembly of prototype products for testing purposes.
- Collected data from production lines to analyze trends, troubleshoot issues, and recommend process changes.
- Implemented safety protocols within the organization's processes to ensure compliance with applicable regulations.
- Assisted in process engineering design, development and implementation of new processes.
- Conducted research on process engineering principles and best practices to improve production efficiency.
- Maintained accurate records of all experiments performed and results obtained during testing activities.
- Provided technical support to other departments in order to optimize their processes according to established standards.
- Identified gaps between current state of processes and desired outcomes; developed strategies for improvement.
- Worked closely with stakeholders at all levels of the organization including executives, managers, engineers.

R&D Intern

Nandan GSE. | jMAY 2022 -JUNE 2022