**MADHUKAR MANOHAR**

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**OBJECTIVE**

To obtain an engineering/ management position at a growing, people-oriented, high-technology consumer corporation where I can use my strong analytical and interpersonal skills along with my exceptional common sense to improve services and products, reduce costs and lead times, delight customers and help mentors . All the while engaging in new challenges and learning experiences.

**FUNCTIONAL SKILLS**

Business Development/ Technical Support/ Project Plan &Implementation/ Related Complete Documentations

* **Agilent Peripheral Component Interconnect(PCIe)/ Digital radio frequency(DigRf)**

Worked with Agilent R&D team for product enhancement and marketing team for technical

Support/ Product Overview to customers.

* **ERICSSON\_UNINOR for** ERICSSON in UP-east for EricsonBTS (indoor and outdoor) installation. The project includes:

- Business development/Project implementation

- Site RFAI

- BTS Installation

- M/w link alignment.

- Acceptance testing.

- Related complete documentation, coordination with team.

* **UNINOR\_IBS**for UNINOR in Gujarat and Mumbai which includes business development, project implementation, IBS acquisition, planning, implementation, AT and billing.
* **IDEA\_UP EAST**for ideacellularwhich includedBTS Installation project management.

**TECHNICAL SKILLS**

|  |  |
| --- | --- |
| **Skills:** | TCP/IP, GSM/CDMA, PCIe, MIPI |
| **Software Skills :** | C , Tcl |
| **Operating System :** | Windows XP/7/8, |
| **Packages :** | Microsoft Office 2003/2007/10, Agilent logic & Protocol analyzers/exercisers. |

**MARKETING/ SUPPORT SKILLS**

* Excellent interpersonal skills, ability to work well with others, in both supervisory or support staff roles.
* Promoted products and services; generated leads and initiated sales.
* Established and improved client communications; maintained ongoing relationships.
* Addressed customer inquiries; interpreted and delivered information; proposed suggestions; provided guidance; identified, investigated and negotiated conflicts.
* Conducted surveys and analyzed results.
* Coordinated, planned and contributed at trade shows and special events.
* Served as representative and liaison.

**EMPLOYMENT HISTORY**

Began at entry level in **2008** and worked over the next **5 years** with an outstanding track record of appreciations and promotions.

* **Agilent Technologies India Pvt. Ltd. ( Oct 2011 till date)**

As a Technical Marketing Engineer (TME)

* **Microqual Techno Ltd. ( Dec 2010 - Sep. 2011)**

As a Telecom Implementation (TI) Lead

* **RDInfratel Pvt. Ltd. (Aug 2009 - Nov 2010)**

As a Project Coordinator

* **RosenbergerShilpi Cable Tech. Ltd. (Aug 2008 –July 2009)**

As an engineer

**EDUCATION**

**Under Graduate**

Level : B.Tech. - Electronics (2004-2008)

University :**National Institute of technology (NIT), Rourkela, Orissa**

College : NIT(REC), Rourkela.

Marks Secured : 7.83/10 (CGPA)

Division : First.

**Intermediate**

Level : 10+2

Marks Secured : 72%

Division : First.

**Schooling**

Level : 10th

Marks Secured : 81.13%

Division : First

**PERSONAL PROFILE**

|  |  |
| --- | --- |
| **Name:** | MADHUKAR MANOHAR |
| **Father’s Name:** | SRI MANOJ KUMAR SINGH |
| **Date Of Birth:** | 30/09/1985 |
| **Marital Status:** | Married. |
| **Languages:** | English, Hindi. |
| **Hobbies:** | Listening To Music, Interacting with people, Reading newspaper |

***My Management Hypothesis***

In today’s competitive world, the best way to ensure organizational success is to delight the customer. Today’s customers --- and tomorrows --- want responsiveness, low cost and high quality. If a company does not meet or exceed customers’ needs, their competition will.

**ASPIRATION**

Make no little plans; they have no magic to stir men’s blood…………...Make big plans, aim high in hope and work.

I would be glad to provide any other information required by you. I would appreciate an opportunity to meet hiring managers in your organization. This would enable me to explain what I have learned in the academia so far and how I can apply my learning and knowledge to meet your requirements. Thank you for your kind attention and walking through my CV.

**Best Regards**,

**MADHUKAR MANOHAR**