

RESUME

ASHUTOSH SHARMA

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CAREER OBJECTIVE:

To work efficiently and effectively as well as grow with a hi-tech environment with committed & dedicated people in prestigious organization that would upgrade my knowledge & enhance my skills.

PROFESSIONAL EXPERIENCE:

Designation: Sales Executive

Company Profile:

1. SKYLINE INDUSTRIES PVT. LTD., INDORE (M.P.)

SKYLINE has established itself as one of India's leading names in the field of integrated conglomerate of engineering EOT Cranes and MS Reels with the promise of quality products for highest performance and maximum efficiency.

SKYLINE expertise in designing optimal solutions for clients which has been shaped over years in the field of manufacturing. Being pioneers in EOT Cranes, we have marked our excellence in MS Reels and other material handling equipment.

2. SAI MACHINE TOOLS PVT. LTD., INDORE (M.P.)

Sai Machine Tools PVT. LTD. Has grown to become the largest manufacturing of plastic processing machinery in central India with state of the art screw cutting thread milling less brander (USA) Equipment. The core focus of the company is innovation carved out of extensive Research and Development efforts carried out by shear study of customer's needs and demand of the markets. Company has developed India's first "FLAT DRIPPER TYPE DRIP IRRIGATION TUBE EXTRUION LINE" and enjoying pioneer position with the market leadership till now. "SMTPL" has also developed "ROUND DRIPPER TYPE DRIP IRRIGATION TUBE EXTRUTION LINE" with high speed system.

"SMTPL" manufactures plastic processing machines (Extruders) for the production of Drip irrigation tubes, RPVC pipes and profiles, HDPE/LDPE/LLDPE/HMHDPE Pipes and Films, PVC/PP/PE Coated cables, Telephone Cables, Computers Cables and Pelletizing Plants Etc.

3. JASH ENGINEERING LTD., INDORE (M.P.)

Established in 1948, Jash Engineering Limited, Indore is an ISO-9001-2008 certified company and is one of the largest manufacturer in India for Water control Gates, Knife gate valves, Coarse and Fine Screening equipment for Sewage and Water Treatment business. It is among the leading manufactures in the world in the business of Sluice gates and supplies these equipment to over 20 countries worldwide. In recent 3 years Jash has entered into Thermal Power Plant Projects and had manufactured Stop logs, Screw generator, Trash rack screens and Wire mesh screens. Jash is present in this line of business since past 50 years and having a wide experience in manufacture of these products.

Major clients of JASH are Municipal Corporations, Urban Development Authorities, Jal boards, Water Supply and Sewage Boards, Cooling Towers and Thermal Power Plants.

KEY RESPONSIBILITIES:

- Review the customer's enquiry and discuss all technical issues about the product with the client through phone and email.
- Do the cost estimation and provide Techno-Commercial Offer as per the client's requirements.
- Prepare the Business Relation and Quotation.
- Follow up with the client regarding Purchase Order of the offer submitted.
- After receiving the order from client prepare Order confirmation for the product and arrange the General Arrangement Drawings.
- Prepare change order due to change in specifications and drawings.
- Responsible for coordinating with the existing customers of the company and convince them implicitly.
- Managing customer centric operations and ensuring customer satisfaction by achieving delivery and service quality norms.
- Handling the customer requirements and suggest the suitable solution.

EDUCATIONAL QUALIFICATIONS:

- M.E. (Industrial Engineering and Management), with **CGPA 7.8** from SGSITS, INDORE (M.P.) in 2012.
- B.E. in Mechanical Engineering, with **Aggregate: 66.06%** from MIT, UJJAIN (M.P.) in 2009.
- Senior Secondary Exam: Passed in First Class, with **76.2%** marks from Board of Secondary Education, Bhopal in 2004.
- Secondary School Exam: Passed in First Class, with **83.4%** marks from Board of Secondary Education, Bhopal in 2002.

WORK EXPERIENCE:

- Currently working in "Skyline Industries Pvt. Ltd., Indore" as Sales Executive from 03rd January 2022.
- 1.5 years' experience at "Sai Machine Tools Pvt. Ltd., Indore" as back office Marketing Executive.
- 3 years' Experience at "JASH Engineering Ltd., Indore" in Technical Sales and Marketing department (Back Office Marketing).

COMPUTER PROFICIENCY:

- Operating System : Microsoft Windows, Microsoft Office
- **ERP Software**

INDUSTRIAL TRAINING:

- Industrial visit in "**GAJRA GEARS DEWAS (MP)**".
- 30 days vocational training at "**DIESEL SHED RATLAM (MP)**".

PROJECT UNDERTAKEN:

Title	Organization	Details	Year
“Selection of Material Handling Equipment in Automobile Assembly Line Using AHP, Fuzzy AHP, and TOPSIS Method”	SGSITS, Indore	Major Project (M.E.)	2012
“Fabrication of refrigeration system”	MIT, Ujjain	Major Project (B.E.)	2009

PERSONAL DETAILS:

Name	Ashutosh Sharma
Date of Birth	16 June 1987
Father's Name	Mr. Shiv Prasad Sharma
Father's Occupation	Ex. Government Teacher
Gender	Male
Languages	Hindi, English
Marital Status	Married

DECLARATION:

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: INDORE

Ashutosh Sharma