**RESUME**

**Name**: Vijay Ram Pandey **Contact**: 7409401429 **E-mail**: Vijayrampandey8895@gmail.com

**Career Objective**

* To work in the challenging environment and working with the most efficient goal achieving task and experiencing a higher height to enhance my skills.

**Qualifications**

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| --- | --- | --- | --- |
| **s.no** | **Qualification** | **Collage** | **Board** |
| **1** | **High school** | **KMPS** | **CBSE** |
| **2** | **Intermediate** | **KMPS** | **CBSE** |
| **3** | **B.TECH(ME)** | **Sanskriti institute of Technology** | **AKTU** |

**Professional Experience**

* Worked as Sales executive with Metlok Pvt Ltd (From July 2018 to Dec 2021).
* Currently working as Sales Engineer for Shivalik Bimetal LTD In PAN India (From Feb 2022 to current ) .

**Job Profile with Shivalik Bimetal Controls Ltd .**

. As a Sales Engineer , We deals with EMS Industry Like Invertor maker , BMS industry ,

UPS Manufacturing etc.

. Generating PI & maintaining coordination with plant regarding the PO as per requirement.

. Generation of RFQ , Lead generation for sales growth and product costing negotiation .

. Provide monthly sales visit plan , payment follow up & conversion lead to actual business .

. Product line are EBW(Electron Beam Welded ) Shunt resistors For EMS Industry .

. Responsible for Shunt Selection as per the demand of Customers based on Parameters

of Resistance & Tolerance.

. In case of irregular Current sensing by shunt resistors , we provide the technical solution

To customers.

. Responsible for Maintaining Existing Business & relationship with customers .

. Try to find new business opportunity & Provide presentation to customers .

. Maintain High volume business & provide customer satisfaction by customer problem solving .

**Job Profile with Metlok Pvt Ltd (Adhesive Manufacturing )**

. As Sales Executive , we deals with Automotive OEM industry , Rubber industry

Bus body manufacturer , Agri machinery , Gasket manufacturer ,Construction

Equipment manufacturer , Industrial Hose pipe industry at Faridabad base Delhi NCR .

. Generation of RFQ , Lead generation for sales growth and product costing negotiation .

. Provide monthly sales visit plan , payment follow up & conversion lead to actual business .

. Product line are industrial consumables Adhesives with B to B segments .

. Providing fasteners precoat solutions to avoid leakage & seepage during high vibration .

. Perform technical training & services for silicone , anaerobic , Threadlocker & flange sealent .

. Responsible to create strong customers relation by attending seminars , exhibitions, physical

Meeting .

. Provide Presentations for product updating & make coordination with key Stackholders.

. Maintain High volume business & provide customer satisfaction by customer problem solving .

. Coordination with R&D department For new product development & new requirement .

**Major Customers -**

* Infinity Project India Pvt Ltd .
* JBM, Imperial auto, Smarteen & Power .
* Asianic Sales Coorporation .
* Microtek , Luminious ,Powertek, .

**Personal Details**

* **Father’s name – Purshottam Pandey**
* **Date of Birth**  – 08/08/1995
* **Nationality** – Indian
* **Languages known**:
* Hindi (Read, Write, Speak)
* English (Read, Write, Speak)

**Permanent Address**

Sainik colony Faridabad sector 49 .

Haryana .

**Declaration**

I hereby declare that above information as mentioned is correct and best of my knowledge.

Vijay Ram Pandey