

KASHIT SACHANIA

302 Sach apartment, Maninagar, ahemdabad-380008 | kashitsachaniaion@gmail.com

SKILLS

- Great knowledge of Windows OS and Microsoft office.
- Ensured customer satisfaction and provided professional customer support.
- Excellent written and verbal communication skills.
- Always ready to learn new things, concepts and to accept change.
- Empathizing and apologizing nature which is appreciated by customers.
- Team Spirited with effective communication and people management
- Interacted and built relationship with customers for sales and marketing to resolve their problems regarding different products.
- Proficient in using design software i.e., AutoCAD 2D and 3D, Tekla, And Revit Architecture and Structure.
- Familiar with checking erection drawings, fabrication drawings, anchor bolt drawings, standard connection, and nonstandard connections
- Familiar with building codes and standards
- Ability to interpret construction project tender documents

WORK EXPERIENCE

• SP DATA DIGITAL (Telecommunications Sales representative)

Jul 2021 – may 2023

Toronto, Canada

- Responds to requests from customers for information on products, equipment, services and billing
 - Achieves sales objectives by promoting and selling various product and service solutions
 - Strives to understand customer's situation and recognized the customer's needs
 - Ensures first call resolution by satisfying customer requests
 - Assumes full ownership of customers' requests and ensures they are resolved in a timely manner.
 - Performs data analysis of customer's current service utilization in order to present additional services and special offers that provide an enhanced solution
 - Maintains a high level of competitive and product knowledge, including evolving technology trends in the relevant products and services portfolio you are promoting and servicing
 - Protects SP Data's and client's brand image
 - Satisfies needs of existing customers, by repeatedly accessing and making use of informational tools and system that will enable you to provide the most beneficial solution
 - Provides quality service that will exceed customer expectations
 - Provide offer feedback for client
 - Navigates computerized system and accurately enters data.
-
- Properly recording the call disposition on the SP Data reporting system.
 - Assists with projects and other duties as requested or assigned

Ahmedabad, Gujarat

- Develop accurate cost estimates using advanced AI-driven estimation software tools.
- Collaborate with cross-functional teams to gather project specifications and requirements.
- Analyze historical data to identify cost trends and forecast future project expenses.
- Implement automation techniques to streamline the cost estimation process.
- Conduct risk assessments to identify potential cost overruns and mitigation strategies.
- Mentor junior estimators in best practices and emerging industry methodologies.
- Participate in strategic planning sessions to align cost estimates with business objectives.
- Utilize cloud-based platforms for remote collaboration and data sharing with stakeholders.
- Continuously update skills through professional development and industry certifications.
- Prepare detailed reports and presentations for executive management and project stakeholders.
- Integrate agile methodologies to enhance flexibility and responsiveness in cost estimation.

EDUCATION

Post Graduate Certificate

Jan 2019 – Apr 2020

Structural Steel Management and Detailing, Conestoga College, Ontario

GPA: 3.60/4

Majors: Structural Steel Fabrication, AutoCAD, Revit, Tekla, Shop, and Erection drawing of steel members, Estimate the cost of Steel materials, Building information modeling (BIM), MS Project, Advance shop drawing, MRP process

Bachelor of Engineering

May 2012 – Dec

2016

Civil Engineering, Gujarat Technological University, India

CGPA: 6.37/10

RELATED PROJECT EXPERIENCE

□ CAPSTONE PROJECT

Jan 2020 - Apr

- 2020
- Acted as a detailer and checker in a collaborative capstone project of commercial Project.
 - Work in a team of four to meet the project timeline in under 4 months.
 - Completed the checking process of model, connection, erection drawing, And detailing.
 - Helped in Creating connections, model, and drawings.

RELATED CERTIFICATES

□ AutoCad (Autodesk)

Nov 2018

Ahmedabad, India

□ **Revit Structure and Architecture (Autodesk)**
Ahmedabad, India

Sep 2018