

MOHAMMED MASOODULLA

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Education

- EdYoda Digital University, India** Jan 2022 – Present
6-Month Certification | Data Scientist Program
● Relevant coursework:
Python, Linux AWS and Git, MySQL, DSA Basics, Data Wrangling & Visualisation, Machine Learning.
- MVJ College of Engineering, Bangalore** Sept 2014 – July 2017
Masters of Technology (M.Tech) | Thermal Power Engineering
- NDRK Institute of Technology, Hassan** Sept 2010 – July 2014
Bachelor of Engineering (B.E) | Mechanical Engineering

Work Experience:

- Company:** Vashi Integrated Solutions limited
(Formerly: Vashi Electricals Pvt Ltd.), Bangalore. Jan 2021 – Present
- Designation:** Relationship Manager
- Key Result Areas:**
- Forecasting and estimating the Sales Targets and Collection Targets with respective brands for each and every Account/organisation assigned by considering the History of their purchase over the last 3 years, with the help of Sales Force.
 - Meeting the OEM, SPM and End Users, to understand their projects, respective needs, lead time and budget.
 - Suggestion on suitable motors, Gearboxes, drives, switchgears, Cables and other scope of supply items Based on the Customer budget and lead time for particular/Multiple projects.
 - Putting together all the scope of supply items needed for Customer and generating a basket sales of multiple brands.
 - Order finalizing and issuing of Purchase orders and forwarding the same for approvals and order processing.
 - Getting approvals from the Technical and commercial teams to ensure the Stock availability, Price, critical outstanding payments for sale order booking.
 - Getting Amendments from the Client for any Technical specifications, price differences or errors while booking the sale order.
 - Going through the updated back order sheet on daily basis to monitor the stock available items for billing and dispatching with Customer's clearance.
 - Arranging for Stock Transfers by monitoring the Stock availability of respective materials over PAN India Vashi warehouses.
 - Payment collection and reconciliation of the same with the help of Accounts team.
 - Informing Customer about early dispatches and delays.
 - Updating of KYC for the credit limit and credit period on the premise of Clients turnover, liabilities and business potential.
 - Generating and Issuing of Debit note /Credit note for any replacement, wrong dispatches and order cancellation.
 - Visiting the Client location for any breakdown or service issues, proposing for benefit or substitution and organizing for individual necessity on prompt basis.
 - Interacting with internal teams such as Purchase, Quotation, Accounts, Operations, stores and service on daily basis on individual issues and clearances
 - Attending Seminars, Conferences, Meetings and Internal Trainings
 - Completing of the assessments and gaining the certifications on various topics and trainings in Vashi learn and grow website
- Company:** STEER Engineering Pvt Ltd., Bangalore. Sept 2019 – Dec 2020
- Designation:** Sales Engineer

Key Result Areas:

- Scrutinizing client requirements with superlative selection of capital equipment based on process parameters, offering Techno-commercial proposal with contract negotiation & finalization.
- Uphold a thorough knowledge of company's product line and ensure customers were answered promptly.
- Interpretation of product drawings, data Sheets and manuals to comprehend the supplied product, technology.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Advising & supporting the management about arriving at the agenda for various Exhibitions/Seminars by researching on the current market conditions and demands
- Receiving, reviewing, releasing orders from agents as well as distributors, intimating the early shipments & delivery delays in a timely manner, catering to special requests & sudden changes, updating weekly order registers, conducting comparison analysis for achieving v/s targets.
- Arranging & making telesales, following up with clients & closing the deals, gathering & arranging samples for customer measurement & testing in case of new or challenging designs, helping agents/direct customers with their queries by sharing drawings & so on.

Highlights/Achievements:

- Got recognised for representing the company at the 'Plastivision India 2020 – one of the World's top 10 Plastics Exhibition' held at Mumbai India in January 2020.
- Recognised for effective enquiry generation during various customer visits.
- Revived dormant clients enhanced repeat orders from existing customers through continuous engagements in the FY 2019–2020.

Internships and Projects:

Company: Liquid Propulsion System Centre (LPSC), ISRO, Bangalore.

Feb 2016 – Dec 2016

Designation: Project Trainee

Key Result Areas:

Worked on a Project titled 'Thermal Analysis of Xenon Getter Purifier'

- Worked with Divisional head & senior scientists to perform various laboratory experiments.
- Designing and analysis of xenon gas heater.
- Developing the laboratory model of sheathed gas heater.
- Experimenting in Cathode vacuum facility lab & obtaining results as time and power required to heat the heater for specific desired Temperature

Company: Karnataka Power Corporation Limited (KPCL), Bangalore.

Aug 2015 – Jan 2015

Designation: Engineering Intern

Key Result Areas:

- Thermal plant Familiarization and Boiler Accessories
- Aided with executive engineer to adopt modern techniques to minimize wastage.
- Various methods to improve over all plant efficiency

Skills, Trainings & Certifications

Skills

- Programming Language: Python, MySQL
- Database: AWS, SQL

Training

- Theory of CFD, Turbulence models, Fluid Dynamics, Gas Dynamics, Aerodynamics and Heat transfer in an industry oriented approach
- Training Provided on licensed versions of ANSYS ICEMCFD (Hexa), ANSYS FLUENT, ANSYS CFX, and ANSYS Workbench
- Twin screw extruders for polymer extrusion and processing.
- 'Value Selling' and 'Advance Negotiation Skills' Training and Workshop by Mercuri International, Held at Vashi Integrated solutions Limited Head Office in Bhiwandi, Maharashtra.

Certification

- Industry oriented Course on Computational Fluid Dynamics (CFD) Analysis

Extracurricular activities

- Academic Teaching to Juniors and other students
- Helping Students in Academic projects and report Making
- Actively participated in various inter School/College cultural and co-curricular activities and District level Sports
- Collection and Donation of Flood relief funds and other Social Awareness campaigns
- Taken initiative and supported blood donation camp held at our college.

Personal Details

Date of Birth: 12th, February 1993

Languages Known: English, Hindi, Kannada & Urdu

Marital Status: Single

Permanent Address: Opposite Azam Masjid, Horapete, Chitradurga - 577501