

NIRANJAN K S

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SUMMARY

Dedicated and passionate Engineer, known for combining technical expertise with creativity to solve real challenges and deliver value-driven solutions. Strong interpersonal skills with a talent for effective communication, active listening, and relationship building. Committed to understanding client needs, ensuring customer satisfaction, and driving sustainable business growth.

WORK EXPERIENCE

Consulting Sales Engineer, KEYENCE INDIA PVT. LTD.

July 2024 - Present

- Conduct detailed needs assessments to provide customized automation solutions that enhance operational efficiency for clients.
- Customer-facing role focused on understanding needs and delivering tailored automation solutions, while staying updated on emerging technologies.
- Develop and maintain strong client relationships, ensuring high customer satisfaction and loyalty.
- Collaborate with cross-functional teams, including product development and support, to deliver comprehensive solutions.
- Deliver technical presentations and product demonstrations to showcase automation solutions and value propositions.

Intern | Capgemini Technology Services India Limited

April 2024

- Focused on aviation technical documentation, ensuring compliance with industry standards.
- Collaborated with professional teams to learn technical writing, document formatting, and information management.

Intern | Aerospace Division | Hindustan Aeronautics Limited (HAL)

Aug 2023 - Sep 2023

- Gained insights into ISRO's PSLV and GSLV components, including Heat Shields and Propellant tanks.
- Observed construction methods and manufacturing processes, including CNC, integration assemblies, and welding.

EDUCATION

Bachelor of Aeronautical Engineering

2021 - 2024

Dayananda Sagar College of Engineering, Bengaluru

Diploma in Aeronautical Engineering

2018-2021

Acharya Polytechnic, Bengaluru

SSLC

2017-2018

Prajwal High School, Bengaluru

CORE COMPETENCIES

- Technical sales and consulting
- Customer Facing & Relationship Management
- Inside Sales & Product Recommendations
- Technical Presentations and Product Demonstrations
- Sales Strategy and Negotiation
- Team Collaboration and Cross-functional Communication
- MS Excel, Tableau & Power Bi
- MS 360 and various productivity software

CERTIFICATIONS AND AWARDS

- Technical Skills: Industrial Automation Systems, Storage & Server Solutions (beginner)
- Data Center Concepts (beginner), CRM Tools, MS Office Suite
- Introduction to Data Analysis using Microsoft Excel (Coursera)
- Best Presentation Award - ICAAAE
- EF Solo - Upper Advanced - CEFR Level C2
- Centre for Innovation and Leadership - DSCE

KEY ACHIEVEMENTS

- Successfully closed multiple high-value deals by aligning technical solutions with client business needs.
- Developed technical solution templates, improving sales efficiency and reducing proposal turnaround time.
- Drove sales of industry and factory automation solutions, consistently achieving and surpassing quarterly sales targets, contributing to overall business growth.

PROFESSIONAL DEVELOPMENT

- Active learner, currently pursuing online courses on Data Center Solutions, Storage Architecture, and Server Fundamentals to deepen technical expertise.
- Excellent verbal and written communication skills; proven ability to communicate complex solutions effectively.

LANGUAGES

English, Kannada, Hindi, Telugu

{Fluent in Written, Spoken, Verbal, Reading}

HOBBIES

- Technology exploration
- Graphic Designing
- Reading Books
- Playing Chess
- Researching