

BHUPENDRA R. OJHA

Contact Number:- 7359859860, 07984219249

Address:- J-602, Tulsi Galaxy, Opp. RAF Camp, SP Ring Road, Vastral,
Ahmedabad -382418

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CAREER OBJECTIVE:-

To work and build a promising career with an organization which provides best position suited to my experience & studies. Also allow me to enhance my knowledge for the technical and financial development of organization as well as individual.

WORK EXPERIENCE:-

Current Employer – A.T.E Enterprises Pvt. Ltd (BU-HMX), Ahmedabad

Company Profile - Established in 1939, A.T.E. has evolved into a multifaceted engineering group offering world-class products and solutions spanning several segments. A.T.E.'s businesses encompass manufacturing, industrial sales, distribution, and service and has gained expertise in handling turnkey projects. HMX provide engineered products and services that are eco-friendly and use the world-renowned DAMA technology. HMX-DAMA has been **type-tested in HMX's internal laboratory which is built as per ASHRAE standards, witnessed and verified by UL (Underwriters Laboratories)**. HMX has also been granted Indian, US, and Australian patents that cover the proprietary DAMA (Dry Air Moist Air) technology used in HMX's [indirect direct evaporative cooling](https://www.ategroup.com/) (or IDEC) systems.(<https://www.ategroup.com/>)

Designation: - Executive – Service Sales (Reporting to Manager/HOD)

Duration: – From Feb 2020 – Present

Role – Looking after all India Service Sales

Previous Employers :-

1. Fx Multitech Pvt. Ltd. (Danfoss Authorised Dealer)
Asst.Manager (Sales): From Aug 2017 to Jan 2020
2. Ethos Hvac Systems Ltd, Ahmedabad (AHU Manufacturer)
Sales Engineer: From Aug 2015 to July 2017.
3. Zen Airtech Pvt. Ltd, Ahmedabad (Air Compressor Manufacturer)
Sales Engineer: From Feb 2014 to July 2015.
4. Nandan Exim Ltd. (Chiripal Group of Industries), Ahmedabad
Maintenance Executive: From 3rd Feb 2012 to 31st Jan 2014.

Various Work Responsibilities:-

- 1) Developing new customers and maintaining the existing ones.
- 2) Generating inquiries, preparing quotes, negotiations and closing orders.
- 3) Technical and sales assistance to branch offices.
- 4) Maintaining stock, sales forecasting and generating indents.
- 5) Providing onsite product demo.
- 6) Providing after sales services.
- 7) Organizing technical seminar and live demo for customers.
- 8) Co-coordinating with Refco (Switzerland) & Gomax (Italy) for technical & commercial issues related to products.
- 9) Planning technical/commercial visits to customers all over the country.
- 10) Attending and organizing various Exhibitions.
- 11) Developing healthy relationship with customers.
- 12) AutoCAD drawings for Air Handling Units.
- 13) Fan, motor, coil, filter etc. selection for AHU.
- 14) Sales & services related to Air Handling Units.
- 15) Worked on Fan coil unit, Ductable units based on VRF/VRV system.
- 16) Knowledge of Chill Water/DX Coil.
- 17) Maintenance of weaving looms (Toyota/Tsudokoma).

ACADEMICS:-

Course	School/College	Board/University	Year of Passing	Grade	Percentage
B.E Mechanical	Valia Institute of Technology, Bharuch.	Veer Narmad South Gujarat University.	2007-2011	First	63%
XII/Equivalent	Kendriya Vidyalaya, Shahibaug, Ahmedabad.	CBSE	2007	First	61%
X/Equivalent	Kendriya Vidyalaya, Shahibaug, Ahmadabad.	CBSE	2005	Distinction	75.5%

Additional Qualifications:-**1. Certificate course in AutoCAD – 2010**

Done certificate course in AutoCAD – 2010 from Khodiyar CAD Centre, Ahmedabad which include the 2D and 3D modelling

2. Certificate course in PRO E 5.0

Done certificate course in PRO-E 5.0 from Khodiyar CAD Centre, Ahmedabad

PERSONAL DETAILS:-

Full Name	Bhupendra Ramsagar Ojha
Father's Name	Ramsagar Ojha
Gender	Male
Marital Status	Married
Permanent Address	J-602, Tulsi Galaxy, Opp. RAF Camp, SP Ring Road, Vastral, Ahmedabad -382418
Current Address	J-602, Tulsi Galaxy, Opp. RAF Camp, SP Ring Road, Vastral, Ahmedabad -382418
Date of birth	01-11-1988
Language known	Hindi, English, Gujarati
Religion/Race	Hindu (Brahmin)

DECLARATION:-

I hereby declare that the statements and information furnished above are true to the best of my knowledge.

Place:- Ahmedabad

Date:- 20.01.2022