

RAVI AGHARA-CURRICULUM VITAE



|| Project Engineer -Sales | Sourcing | Business development | Costing |Estimation||

Enterprising leader & planner with a strong record of contributions in streamlining global Sales & Sourcing activities, Marketing, improving systems & procedures, targeting customer for automobile sectors, new product development, Project management, Procurement control, profitability, quality management, process enhancement technology up gradation & innovations, development of industrial machineries and products.

Location Preference: Gujarat / Ahmedabad/ Rajkot

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Area Of Interest:

- A highly accomplished professional with 7 years of experience, utilizing my foreground knowledge, organizational abilities & strong self-developing skills. Extensive travel background, comfortable working with distinct cultures.
- Commitments of customer service, product development, and continuous improvement backed by innovative decision-making and managing abilities, which can result in more profitable organization.
- Proficient in using computer & internet, Solid works basics, M.S office (Word, Excel, PPT, Outlook) and sourcing of spares and materials for requirement of project execution.
- Handling of multitasking activities of Supplier evaluation, Purchase interaction, Project Execution an overall costing & estimating as per scheduling & budget allocation.



Education

Electrical Engineer (First Class with distinction) from GTU/ L.E. Collage Morbi)



Soft Skills



Team Player



Problem Solver



Analytical



Collaborator



Communicator



Innovator



Personal Details

Date of Birth: 13th Dec' 1995
Gender: Male
Nationality: Indian
Languages Known: English, Hindi, Gujarati
Permanent Address: Ahmedabad -Gujarat



Area of Excellence

Project Management

Marketing - Industrial

Global sales- technical

Costing | Estimation | Proposals

Purchase Planning & Control

Customer relationship management

Stock Management & Delivery

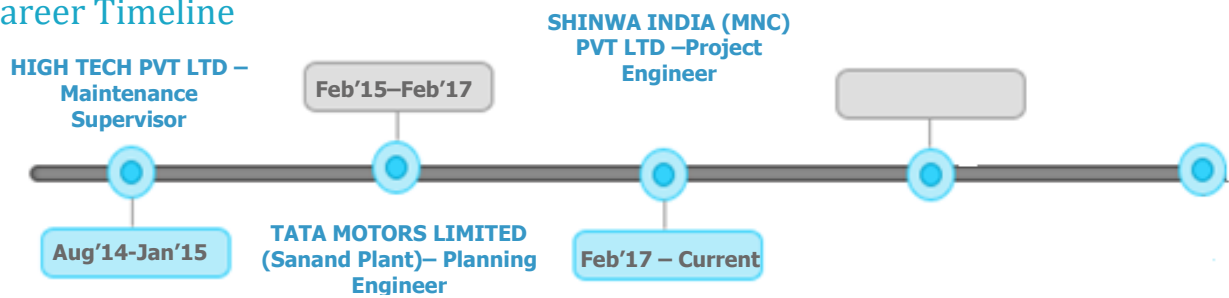
Business development

Line Building study & Installation

Strong in Negotiation



Career Timeline



Work Experience: -



Since Feb-2017: SHINWA INDIA PVT LTD as Project Engineer– Global Sales | Sourcing | Engineering | Technical Sales of Industrial Equipments & machineries | handling procurement | Costing | Estimations | Business development | vendor Management & Development | Proposals | Stock & delivery Management | Branch Operation.

PRODUCTS: STUD WELDING MACHINE | DEBURRING MACHINE | VIN PUNCHINE MACHINE | ANDON SYSTEM | FACTORY AUTOMATION PROJECT | CUSTMIZATION MACHINING & TOOLING ITEMS | HEAVY FABRICATION ITEMS | GENARAL SUPPLY

Key Result Areas: -

- Currently Working with **Shinwa (India) Engineering & Trading Pvt., Ltd.** Japanese based MNC co in Gujarat branch as Project Engineer since February 2017 to till date.
- KEY FOCUS AREA:**
- Managing & Co-ordinating a Global RFQ sales & standardized management marketing force over the globe. Strong negotiation skills.
- Managing a core of Team member Project Management from the point of sales, PO, shipping, installation, commissioning till the payment & other prospectus keenly on future point of view of the company. Project scheduling to maintain control plans & other reporting documentation.
- Lead teams across broad technical, financial and business disciplines to attain project schedules, milestones completed on time, on budget and with the desired results.
- Approaches depending on project specifics and client goals, creating detailed project route maps, plans, schedules and work breakdown structures, keeping major safety key points in mind.
- Worked on different platforms if the field of sales in national & international trading. Projects in the field of Andon systems, Aluminium partition frame, heavy fabrication, deburring machine, welding equipment's, Factory automation & SPM Machines.
- Handling of different type of customization products I.e., Machining & Tooling Items- Jig pin, Jig Fixture, Stoper PIN, Springs, Pulley with Bearing, Cast Iron/Metal Mark punching & Fabricated item as per Industrial & User requirements.
- Troubleshooting of Equipment's, User problem solving on time & Co-Ordination of project with Importers to maintain Quality Standards & Supplier Warranty standard evaluation as per Industrial Standards.
- Visiting sites for marketing and project for TTSSI, TOYOTA, SUZUKI MOTOR GUJARAT, FORD, TATA MOTORS, JBM, SENKO GOSEI, TOPRE, TDSG, KRISHNA MARUTI & many other Automotive manufacturing sites in Gujarat.

- Delivery handling with maintaining of product quality
- Creating new customers by frequent visit, cold call & Existing customers and handling Key Accounts.
- Giving regular feedback on market conditions, competition, & other factors influencing sales.
- Monitoring of ARC based stocked items on daily basis to ensure no part shortage, Taking Ringi Approval from top management.
- Managing vendor development including selection, evaluation and prototype part development and initiating pilot/bulk supply as per customer requirement.
- Identifying alternate part suppliers with similar quality but on lower costs. Taken target for preparing vendors to qualify for above management.
- Managing procurement activities by utilizing optimal resources, process enhancement, and minimal wastage, operational Excellence, inbuilt quality systems, inventory management and working on two hours plant inventory.

**** Vendor Development:-**

- New vendor development for customized product & Fabrication in time.
- Vendor rating and improvement in vendor rating as per company policy.
- Implemented Poke Yoke controls to enhance quality/ Consistency.
- Effectively up gradated supplier in process & final inspection Standards.



**** Procurement of:-**

- Procurement of industrial general Requirement for Pneumatic, Messuring, Factory automation, spars of respected maker.
- Procurement of consumable, packaging, engineering items, etc.
- SPM & Customization product as per user/customer requirement.
- Contract with supplier.



Work Experience: -



Feb-15 to Feb-17: Tata Motors Ltd (Nano Plant) -Maintenance Engineer.

- Basic Knowledge of Allen-Bradley PLC.
- Troubleshooting of Electrical Problems.
- Fanuc Robot Teaching and Maintenance.
- Daily Obtaining the power consumption trend of power panel.
- Monitoring of CBM Adherence.
- Trouble Shooting of Welding Equipment's,

Employer's & Positions Held: -

Aug'14 -Jan'15 with HIGH TECH Pvt Ltd as Supervisor –Maintenance.
Products: -220 KV Sub-station.



Feb'15 -feb'17 with TATA MOTORS LIMITED as Engineer – Planning.
Products: -Manufacturer of Small car, Nano & Tiago Model



Ravi Aghara