

CURRICULUM VITAE

Pandya Yash B.

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D.O.B – **21th Dec 1995**

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CONTRIBUTOR PROFILE:-

- Can take initiative, work under pressure and balancing multi-tasking assignment.
- Can be a good team member, especially in situations where tough and high goals can be achieved.
- I want to develop my career in the field of Electrical Engineering in a challenging environment, which effectively utilizes my knowledge and enhances my skills and expertise to increase the productivity of the organization.

EDUCATION PROFILE:-

(Bachelor of Engineering – Electrical)

UNIVERSITY: Gujarat Technological University

INSTITUTE: LCIT - Bhandu

Details of Marks obtained:

Degree	Board/University	Passing Year	Grade/Class
SSC	G.S.E.B	2011	81%
HSC	G.H.S.E.B	2013	50%
BE(Electrical)	G.T.U.	2017	8.0 CGPA

KEY SKILLS:-

Sales

- Experience of a Sale Engineer's role in the technology industry.
- Solving complex technical problems in a systematic way.
- Prepare and deliver executive level presentations.
- Strong consulting and needs assessment skills.
- Strong time, project management and multi-tasking skills.
- Ability to conceptually adapt technologies to fit various ideas.

Personal

- Strong written and verbal communication skills.

CURRENT WORKING STATUS :-

➤ Igus (india) pvt ltd, (continue from 10-09-2018)

- A pioneer in the World Of moving energy chain for safe the cable. It normally knowing as cable dreg chain, we are also manufacture the moving cables,
- Offers total solution with a wide range of moving application for diversified industrial applications such as: **CRANE APPLICATION,CNC MACHINE, MOVING TROLLY CAR,PACKING INDUSTRY,MACHINE TOOLS**
- We are also manufacture the bearings and bush, tribo tape and all,
- One of the few manufacturers in the World providing customized cable energy-chain,

RESPONSIBILITY AT WORK :-

- Demonstrating how a **product meets** a client's needs.
- Working with existing customers to help them get the most out of the products they have bought.
- Providing **sales support** during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and **new business opportunities**.
- Identifying the customer's current and **future requirements**.
- Identifying client requirements.
- Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Preparing **reports for head office** and senior managers.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Demonstrating products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to audiences.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
- **Travelling to visit** potential clients.
- Negotiating tender, contract terms and conditions.
- Maintaining professional working contact with key suppliers and third parties.
- Prepare the forecast and submit to the head-office
- **Payment collection**
- Curtesy and regular visit at customer site

PREVIOUS COMPANY STATUS :-

➤ **Sahajanand Laser Technology Ltd. (15-08-017 TO 1-09-2018) Techno-commercial engineer**

- A pioneer in the World Of Lasers in India has catered to the needs of various industries.
- Offers total solution with a wide range of laser systems for diversified industrial applications such as: **Laser Cutting, Marking, Welding, Micro Machining, Solar Cell Scribing/Cutting, Diamond processing, etc.**
- One of the few manufacturers in the World providing customized CNC Laser solutions.

RESPONSIBILITY AT WORK :-

- Ensure timely **placement of purchase order** Against Indent to approved vendors in order to ensure availability of material at the right time with quality.
- For subcontracting components we required to transfer component four to five supplier so **give planning to next vendor for further process** to get delivery within lead time.
- **Arrange transportation** for subcontracting Component.
- Co-ordination with the suppliers, stores and Q. C. department for all incoming material.
- **Giving expected receiving dates** to planning department for incoming material for every project to plan production.
- Co-ordination with planning & production department to fulfill urgent requirements in workshop.
- Communication and co-ordination with accounting department for follow-up of payment.
- **Vendor Development activities** for cost reduction as well as Alternate supplier.
- Regular **vendor visits** to verifying progress of components, stocks, quality etc. and also to build good professional relationships.
- Preparing and submitting visit reports of vendor visit to management in the form of MOM.
- Keeping watch on latest market trends, rate fluctuations of base material in respective areas, LME, local markets to generate best competitive environment of prices.
- Costing of material & negotiation with vendors by **Annual business contract Policy**.
- Planning advance for peak seasons & controlling inventory in slag seasons.
- **Preparing cost comparative sheets** of every goods and get approval for Purchase from management.
- Work based on ERP software.
- **Preparing MIS** and submitting to HOD as per requirement of management.
- Arranging Test Certificates of RM from vendors as per requirement of management or auditors.

BEHAVIORAL OUTLOOK AND STRENGTHS :-

I am a good critic of my own work. I am a self-motivated and an organized person. My strengths are Calmness, Good Grasping power, Team work, Eagerness to learn new things.

DECLARATION:-

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

PLACE:- GANDHINAGAR

YASH PANDYA