



XITIJ DETROJA

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Languages - English, Hindi, Gujarati (Native),
French & German (Elementary)

ABOUT ME

In this complicated and technology-driven world, we are changing and so are the people around us. My job includes communicating with people. I am a result-driven person with a background with a degree in MBA and mechanical engineering.

I was taught to seek opportunities therefore, I enjoy working in a fast-paced environment with demonstrating detail-oriented work resulting in improvised results.

Apart from this I have extra-circular interest in sports which has help me grow, manage and be a team-player with a go-getter attitude.

SKILLS

TECHNICAL (coding & software)

- C, C++ (Elementary), JAVA (Professional), R, Solidworks, CAD Modelling, MS Office, CRM

INTERPERSONAL

- Excellent Communication, Quality control, Conflict Resolution, Flexible and Adaptable, Self-Motivated, Team building, Critical Thinking, Problem-Solving, Planning and Coordination, Decision Making

CERTIFICATIONS

- Certified SolidWorks Associate for Mechanical Design (ID: C- R3X6H2NUEA)
- Certified SolidWorks Associate for Additive Manufacturing (ID: C-UXR3GZ68B6)
- Certified SolidWorks Professional for Mechanical Design (ID: C- SNLQGUFUVE)
- Certified SolidWorks Professional for Advanced Sheet Metal (ID: C-CPR74EYNRZ)
- Certified SolidWorks Professional for Advanced Surfacing (ID: C-E6CKTNL49F)
- Certified SolidWorks Professional for Advanced Drawing Tools (ID: C- NXGNCXC8QB)
- Certified SolidWorks Professional for Advanced Weldments (ID: C-R4DWXJ9AZG)
- Lean in Manufacturing // BCG Group (ID: 5MPF9SM43CTN)

WORK HISTORY

SOFT TEL IT SOLUTIONS LLC || Strategic Account Manager

(Sept'22 - Present) // Dubai

- Research product pricing, and performance to evaluate competitors.
- Establish and maintain highly effective relationships with clients and industry partners to drive growth.
- Utilize market trends, mission priorities and customer goals to envision, shape and close new opportunities.
- Identify revenue opportunities by collaborating with distribution partners.
- Translate customer needs into solution requirements using powerful value propositions and negotiation skills.
- Develop new proposals, contracts and procedures to draw in more clients.
- Communicate directly with customers and partners to build strong business networks and relationships.

EDUCATIONAL BACKGROUND

BITS PILANI DUBAI CAMPUS || MBA

(Sept'20 - July'22) // Dubai

- GPA: 8.86
- Student Council - Hostel Representative (2021-22)
- Admissions office - (Nov'20 - June'21)
- ASME-BPDC (2020-22)
- University Sports Team - Cricket, Basketball, Volleyball, Athletics (2021- 2022)

VIT, VELLORE || Mechanical Engineering

(Jul'16 - Jun'20) // Tamil Nadu

- CGPA: 7.85
- ASME-VIT, Team Anant (2016-2020)
 - Team Manager (2019-20)
 - Finance Manager (2018-19)
 - Rider (2016-20)
- ASME-VIT
 - E-Fest AP: Coordinating Manager (2019)
- Riviera, Sports and Cultural Fest
 - Sports Committee Manager (2019-20)
 - Sports Committee Coordinator (2018-19)
- University Basketball Team (2016-20)
- University Volleyball Team (2019-20)

ANAND NIKETAN SCHOOL || GRADUATE

(May'13 - Apr'16) // Satellite, Gujarat

ICSE X - Science (2014) - (77%)

ISC XII - Science (2016) - (79%)

- Student Council - House Captain (2014-15)
- Student Council - Sports Captain (2012-13)

INTERNSHIPS

Tech Mahindra || Market Research Intern

(Jan'22 - April'22) // Dubai

- Complete and in-depth market research, compile data, update spreadsheets and utilize the data to create a sales pitch to customer
- Analyze and consolidate data from different sources to generate performance reports and find breach for new technologies.
- Study the demographic data to determine optimal targets, competitor offerings.
- Meet with supervisor to determine project scope, outline deliverables or timelines and create action plan.
- Create documentation outlining research findings for use by project managers, customers and other marketing staff to make accurate decisions about functional plans.

VFS Global || Operations Trainee

(June'21 - Sept'21) // Dubai

- Worked with applicants to collect details for their visa approval, take biometrics and provide excellent service.
- Entered the applicant details over a CRM platform - Bolt, for verification and submissions.
- Collected, arranged and input information into database system (excel) for quality check purposes.

Projexive Technical Services LLC || Sales Intern

(Feb'21 - June'21) // Dubai

- Contact customers offering them solutions for maintenance related issues.
- Help sales professionals maintain customer relationships by making follow up calls to recent buyers and potential customers.
- Support the sales team with administrative assistance such as coordinating paperwork - updating the client list and responding to basic inquiries.
- Negotiate prices, terms of sales, service agreements and close deals.
- Built relationships with customers and community to promote long term business growth.

BITS Pilani Dubai Campus || Lead Management

(Nov'20 - June'21) // Dubai

- Contact the list of students who are interested in admission.
- Follow up with the applicant and update the list using CRM platform, resolve queries, provide alternatives.

KHS - Filling and Packaging || Summer Intern

(June'19) // Guj, India

- Understanding the "ERP System" of the industry.
- Studied various departments of the organization like: Marketing, Design, Planning, Purchase, Quality Control, Manufacturing.
- Understanding of the "Bottle washer machine" in depth.

HONORS AND AWARDS

- 2nd Rank in APPLIED MATERIALS Design contest / VIT Gravitas'17
- 4 times VIT Special Achiever Award / 2017, 2018, 2019, 2020
- ASME E-Fest Asia Pacific HPVC'18 - 1st Rank
- ASME E-Fest Asia Pacific HPVC'19 - 1st Rank
- VIT Certificate of Appreciation Sports - Basketball / 2017, 2018, 2019, 2020
- ASME E-Fest Asia Pacific Campus Ambassador VIT - 2020
- Overall Sportsperson of the Batch - (2020-22) - BITS Pilani Dubai Campus

PROJECTS

- Recasting of Ni-Cr-Mo Alloy to study the effect of change in chemical composition, mechanical properties, microstructure.
- Design and Analysis of motorcycle helmet for improve safety.
- Increasing the operating angle of universal angle gripper.
- Heat transfer optimization of an automobile radiator. To develop improved biodegradable material for plastic bottles.
- Conceptual framework for Circular Economy - Fashion Industry.

PUBLICATIONS

- Bulk Recycling of Ni-Cr-Mo Dental Alloy - A sustainable Approach // ASM Science Journal || Jan'23