

Sanjeev Rawal

Asst. Manager (JavaScript Developer)

Hindustan Petroleum Corporation Limited

B.Tech, Indian Institute of Technology Ropar

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Summary :

Total 8 years' experience. 4 Years' experience as Sales Manager (Direct Sales) in leading Oil & Gas Company. 4 Years' experience as Operations Manager (Oil Terminal). Skilled in HTML, CSS, JavaScript. Looking for role as IT Project Manager/Frontend Developer/JavaScript Developer.

Work Experience: -

Hindustan Petroleum Corporation Limited (2015 to present):

Asst. Sales Manager-Industrial & Consumer Products (April 2021 to present)

- Gave profit of Rs 30.1 Cr to HPCL in Direct Sales in FY 2022-23 and gave profit of Rs 24.5 Cr in FY 21-22.
- Handling major industrial clients. Meeting with Clients. Negotiations on prices. Convincing clients to purchase from HPCL.

Sales Officer – Industrial & Consumer Products (June 2020 to April 2021)

- Contributed profit of Rs 22 Cr in FY 2020-21.

Operations Officer – Supply Chain management (Sept 2015 to June 2020)

- Single handedly managed petroleum depot of 9,390,000 litres petroleum (explosive) products.
 - Successfully managed a team of 28 workforce and trained them to work safely and effectively with petroleum products.
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Education:

- **Secured All India Rank 3305 in IIT JEE 2010. Secured All India Rank 792 in GATE 2015.**
 - **Indian Institute of Technology Ropar, Punjab**
B.Tech in Mechanical Engineering (July 2010 –May2014)
CGPA:7.81 / 10
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Projects:

1.) Weather Forecast Web App:

Description: Created a weather forecast web application that utilizes APIs like OpenWeatherMap to provide real-time weather data for various locations. The project demonstrates my proficiency in data fetching and displaying dynamic information.

Skills Demonstrated: JavaScript, API Integration, Front-End Development, Responsive Design.

2.) Interactive Game with HTML5 Canvas:

Description: Developed an interactive browser-based game using HTML5 Canvas and JavaScript. This project demonstrates my ability to create engaging and interactive web experiences.

Skills Demonstrated: HTML5 Canvas, JavaScript Game Development, Front-End Development.

Additional Skills and Extracurricular activities:

- Client Handling and client meetings
 - Negotiation and client convincing skills.
 - Management and sales skills
 - HTML
 - CSS
 - Bootstrap
 - JavaScript
 - DOM
 - React.JS Library for frontend Development
 - MySQL language for managing database.
 - GitHub
 - Redux.JS
 - Data Structure and Algorithms
 - Ex NCC Cadet.
 - Good presentation skills.
 - Leadership
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Certifications:

- “Achieving Excellence in Sales Leadership: A 360 degree approach” from **IIM Amritsar** in 2021. 40 Week Course.
 - “Management Development for Young Officers” from **IIM Indore** in 2017.
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