

Shubham Shinde

Mob: +91-8329294482

Email: shubhams84840@gmail.com

## **OBJECTIVE CAREER**

To utilize my academic knowledge gained in order to progress in a large and successful organization, seeking a position where skills will be fully utilized. I am hard working and self\_motivated can work as individual or as a part of team, willing to serve in a progressive organization offering job satisfaction and working environment and vast opportunities for career development based upon achievement and results.

## **EDUCATION**

BE : Civil Engineering	2020-2023
Government College of Engineering Chandrapur	CGPA : 8.83
Diploma	2017- 2019/20
Yogeshwari Polytechnic College Ambajogai	Percentage: 89.74%
SSC	2016-2017
Abhinav High School Parli Vajinath	Percentage:81.20%

## **SKILLS**

Project Management  
Understanding of Civil Engineering principles practices and tools  
Through understanding materials methods and tools construction  
Sales and Marketing  
Management Skills  
Business Development  
Time Management  
Construction Management  
Good Communication skills  
Ability to identify and solve complex Problems  
Attend quality complaint site

Computer Proficiency :

MS- CIT / MS WORLD Auto Cad

## **Work Experience**

**As Engineer Alfia Enterprises Parli .V**

**1Jan-2019 to 1-2020**

Planning and Scheduling according to work  
Prepare Coast Estimate for Materials Equipment's or Laborsto determine a project's economics feasibility  
Coordinate with Employees about site work  
Making Daily Site report  
Updating report to management  
Handling Attendance work  
Drafting a Letter  
Analyze Long Range Plans Survey Reports, Maps, & Other Data Plan & Design Projects  
Construction Coast, Government Regulation & other Factors During the planning  
Compile and Submits Permit Applications to localstate to verifying that project with various regulation  
Analyze the Results of test on Billing Materials Such as Concrete, Bitumean, steel etc.  
Construction research & Teaching on a basis of Technics  
Manage Construction Work

## **Work-Experience**

**Area Technical Engineer - India Cement Limited (Coromandel eServices Limited).**

**From 27 Nov-2023 to 7 Oct -2024**

Identifying and engaging with mason and contractors  
Attend quality complaint  
Achieve monthly sales target through existing influencer base  
Onboarding meeting for enrolling new influencer  
Visit construction site  
Regular tracking site progress  
Check concrete proportion strength  
Identify and implement local strategies for converting influencer

## **PERSONAL INFORMATION**

Address	:	At. Nehru chowk tal tq Parli v
Dist	:	Beed
Date of Birth	:	27th Oct 2001
Gender	:	Male
Nationality	:	Indian

Marital Status	:	Un-Married
Religion	:	Hindu
Languages Known	:	English,Hindi, & Marathi
Hobbies	:	Listening music, playing cricket
<b>Blood Group</b>	:	<b>- (A negative)</b>

## **Work-Experience**

**Technical Business Development Officer** - Dalmia Cement Bharat Limited.

from **15Oct -2024 to 21May -2025**

Excellent communication ,negotiation, and relationship management skills

Daily site visit meet the new customer

Conducting site demonstration and site conversions using technical know how to generate sales.

Generating enquiries through influencer engagement activities.

Enrollment of influencers

Rolling out and monitoring influencer scheme

Quality check concrete attend slab supervision

I hereby, declare that the above provided statement is true to the best of my knowledge.

Yours truly,

Shubham Shinde