

Shaifalee Chauhan



Haridwar, Uttarakhand, 249408



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Enthusiastic Engineer eager to contribute to team success through hard work, attention to detail and excellent organizational skills. Clear understanding. Motivated to learn, grow and excel in manufacturing industry.



Skill

Team management
Process improvement
Communications
Relationship development
Planning and organising.
Comprehensive problem Solving and analytical skills.
Ability to deal with people diplomatically.
Willingness to learn more.
Have strong determination, Patience and confidence.
MS Office



About Professional Experience

TII Group a Germany based company that builds and distributes heavy transportation equipment in Bawal, close to Delhi. Customers profit from TII Group's experience, top-rate performance, technological edge and global market leadership in the heavy loads transport sector. TII India offers extendable, non-extendable trailers for all industries as well as modular transport solutions.

Started with the company at initial startup of company, learned from the foundation of the company initially joined as Quality Team Associated and Gradually promoted and becomes part of Sales and Marketing team and contributed to increase the turnover of company that meets target.

Current

Sales and Marketing Executive

TII India Private Limited , Bawal, Haryana

- Developing positive, performance-based internal sales and marketing culture to include mentoring staff.
- Performing competitive analyses and adjusting sales and marketing strategies accordingly.
- Analyzing sales and marketing data for improved strategies and Preparing weekly and Monthly reports for HO.
- Involved in Business planning and forecasting for upcoming years.
- Preparing and sharing Presentations Actuals vs Planning updates on fortnight basis to Management.
- Creating and expanding sales presentations to new and existing customers for new and existing products.
- Responsible to prepare weekly and monthly sales to write reports for senior leadership and streamline operational processes.
- Managing all sales plan activities, including ongoing sales task and task assigned for future, and open and lost opportunities reviews for results to analyze the sales growth

- in sales.
- Using Salesforce/CRM to maintain company database with essential account and sales information.
- Performed cold-calling and follow-ups with leads to secure new revenue.
- Responsible to prepare RFQ for Domestic and International customers, Proforma Invoice and Form 20 & 21 for Customer.
- Responsible to share Planning for dispatch on Monthly basis, to release Work Order and IOM to plant for smooth delivery process for Domestic and international clients.
- Responsible for arranging solutions to customer's from internal departments related to drawings or load support suggestions.
- Responsible for after sales Quotation and Proforma Invoice submission.
- Performing General company Intro presentation and product briefing to customer.
- Managing in plant visit of Customers and explain product and process briefing to customer's.
- Performing timely and cost-effective project management through ISO based system implementation in all documentation.
- Responsible for the complete process for generating Temporary registration of the vehicles through VAHAN portal.
- Market research from various websites and market study and analysis regarding product requirement in Market.

2015-06 - 2018-04

Incoming Quality Associate

TII India Private Limited, Bawal, Haryana

- Developed team communications and information for meetings related to Quality Non conformity in products.
- Interpreted test results by comparing to established specifications and control limits, making recommendations on appropriateness of data for release.
- Completed supporting documentation for testing procedures as per drawings standard and sampling plan implementation.
- Drafted technical documents such as deviation reports, testing protocol and trend analyses.
- Monitored testing procedures and verified performance of tests according to established item specifications and protocol.
- Performed visual assessment of products to evaluate conformance with quality standards.
- Inspected BOI Parts, Machining parts and fabricated parts compared against standards to meet regulatory requirements.
- Identified and resolved variances to bring products in line with requirements.
- Recorded and organized test data for report generation and analysis.
- Adhered to safety and clean area procedures to comply with agency and regulatory mandates.
- Conducted data review and followed standard practices to find solutions.
- Inspected raw materials and finished products to verify quality as per standards.
- Determined root cause of deviations and non-conforming results and implemented appropriate corrective and preventive actions throughout product development process.
- Prepared suppliers performance letter on quarterly basis and MIS with Graphs showing LAR & PPM.



Education

2020-05

B.E./BTECH: Mechanical Engineering

Graduation - Institution Of Engineers with 7.2 CGPA

2015-06

Diploma: Mechanical Engineering

KLP from UBTER – Roorkee with 78.06

2012-05

12th: PCM

SGRR - Haridwar



Software

- Salesforce

- MS Office



Languages

- English and Hindi

Trainings

- Awareness Training Program on ISO 9001:2015.
- Awareness Training Program on 6s Management.
- Awareness Training Program on Compliance training for sales and marketing.

Strength

- Team Work
- Work on time
- Honesty
- Man Power Handling

Personal Details

Name : Shaifalee Chauhan

Date of Birth: 30/07/1994

Sex : Female

Declaration

I assure you sir, if a chance given to me to serve under you kind consideration, will prove myself up to your full satisfaction.

Date:

Place:

