



Vishal Chaudhary

MBA Candidate

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EDUCATION

Degree/Qualification	Institution	CGPA/Percentage	Year
MBA	Indian Institute of Technology, Kanpur	-	2024-26
B.Tech. (Mechanical Engineering)	GL Bajaj Institute of Technology and Management, Greater Noida	8.68	2019-2023
HSC (12 th)	Arcadia Academy, Kota	68.20%	2018-19
SSC (10 th)	Delhi Public School, Bulandshahr	10.00	2016-17

WORK EXPERIENCE

- Trane Technologies India Pvt. Ltd.** July 2023-July 2024
Assistant Manager Applied Sales - UP/UK Gurugram
 - Led strategic B2B sales initiatives, achieving \$1.8M in bookings and \$1.6M in revenue from Western UP & UK for Y23, with a projected 25% revenue growth to \$2.0M in Y24, driving market expansion and customer acquisition.
 - Collaborated with cross-functional teams (Finance, Pre-Sales, Operations, and Service) to ensure seamless documentation, production, delivery, and installation of chillers, meeting all project timelines.
 - Implemented retrofit and turnkey solutions, reducing HVAC utility energy consumption by 20%.
 - Optimized customer account management and sales pipeline tracking using CRM system, NeoCRM, ensuring seamless project execution and enhanced client satisfaction.

ACADEMIC PROJECTS

- Design and Development of a Remote Operation Mechanism for Serramenti**
INMAS DRDO, DELHI
 - Designed and developed a mechanism for the remote operation of Serramenti, utilizing the TRIZ methodology under the supervision of a DRDO Scientist "F".
- FEA Analysis of AP Bullet Impact on Body Armor**
GL Bajaj Institute of Technology and Management, Noida
 - Conducted a major project on the Finite Element Analysis (FEA) of the impact of an Armor-Piercing (AP) bullet on body armor.
 - Studied the effect of striking angle and velocity on different materials such as UHMWPE, TC4 Alloy, and Kevlar using Ansys software.

SKILLS

- Technical Skills:** B2B Sales, Market Expansion, Data Analytics, Supply Chain Management (SCM), Finite Element Analysis (FEA), TRIZ Methodology, Ansys, SolidWorks (CSWPA)
- Management Skills:** Account Management, Project Management, Cross-functional Collaboration, Lean Six Sigma (Green Belt)
- Tools:** NeoCRM, Microsoft Office Suite

CERTIFICATIONS

- Trane Technologies Pioneer Cohort** New Engineer Training Program (On-site China)
- KPMG Lean Six Sigma Green Belt** KPMG
- Data Analytics Masters**
- SSAA - Supply Chain Management Expert** Accredited
- Dassault Systemes Certified Solid Works Professional Advanced (CSWPA)** Advanced Weldments

ACHIEVEMENTS

- Bronze Medalist - Hammer Throw (Men)** Sportech 2025, IIT Delhi
- Runner-up** Inter-college Ideathon 2k23 organized by E-Cell GLBITM
- Runner-up in 100m Drag Race, 6th in Solo Dirt race** MegaATV '21, AutoSports India

POSITIONS OF RESPONSIBILITY

- **Placement Coordinator**MBA (Batch 2024-26), IIT Kanpur
- **Event Coordinator**Kaizen Conclave 2022, QCFI Delhi Chapter
- **Captain**Team Synergy Racing, Autosports MegaATV 2021
- **Vice-Captain**Team Synergy Racing, SAE India Northern Section, Effi-cycle 2021

OTHER INTEREST AND HOBBIES

Athletics (Throwing Events) Learning Japanese Sudoku