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**CURRICULUM VITAE**

**SACHIN KUMAR**

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**Contact No. 9752264345/ 9131237004**

**PROFILE: -** Bachelor of Technology ***(*MECHANICAL ENGINEERING)** from **NARENDRA DEVA UNIVERSITY OF AGRICULTURE AND** **TECHNOLONGY).**

**SNAPSHOT:-**

* Dynamic professional with **3+ years of experience** in sales and Dealer development.
* A result oriented professional with a sound Knowledge in technical aspects and managerial functions
* In depth knowledge of implementing **quality management tools & procedures** in service industry to maximize efficiency in operations, sales standard and cost optimization.

**Work Experience**

Presently working as senior sales executive with john Deere India Pvt. Ltd from April 2018 to till date.

Worked as Project Officer with Escorts Agri Machinery ltd, since Dec 2015 to march 2018.

Worked with IITP Automation Pvt. Ltd to Automation products sales and Service.

Apr’18 **to till date John Deere India Pvt. Limited**

**Senior sales executive**

**Responsibilities:**

* Manage dealership to achieve the business parameters like volumes, market share etc.
* Manage network by appointing sub-dealers, branches & adequate manpower etc.
* Invite to non reporting customers for service and spare parts from authorized centers.
* Facilitate dealers and his staff for implementation various systems like EMS, IMS, warranty portal etc.

D**ec’15 to Mar’18 Escorts Limited**

**Project officer**

**Responsibilities:**

* Manage dealership to achieve the business parameters like volumes, market share etc.
* Manage network by appointing sub-dealers, branches & adequate manpower etc.
* Facilitate dealers and his staff for implementation various systems like ESMS, EDMS, AMGLINK, and E-Catalogue etc.
* Execution of events like service camps, product display, LGO/ Hum Dum+ meet, and other sales promotional activities.
* To develop the bottom line manpower Like DSE, Mechanics in order to implement system & Process.

**Achievements**:

* Appointed 3 dealers in the Katni, Narsinghpur and Umaria districts during FY 2017-18.
* Successfully established Katni dealership and trained the sales staff for achieving the sales volume.
* Promoted to L2 level of advance demonstration skills by escorts ltd.

**Nov’14 to Dec’15 IITP Automation**

**Sales engineer**

**Responsibilities:**

* Prospect the assigned territory identifying and developing automation clientele.
* Effectively conduct Automation product presentations to all levels of the customer’s organization.
* Research suitable solutions and estimate costs and timescales for our client.
* Liaising with others in the sales team, clients, and contractors.

**EDUCATIONAL QUALIFICATION:-**

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| **QUALIFICATION** | **COURSE** | **YEAR** | **DIVISION & MARKS** | |
| **TECHNICAL QUALIFICATION** | B. Tech in Mechanical Engineering from Narendra Deva University of Ag. & Technology Faizabad Uttar Pradesh( India**)** | 2009-13 | | *FIRST DIVISION*  *6.813 OGPA* |
| **B.Sc.** | B. Sc with physics, Chemistry, Mathematics  From BRAU Agra. | 2006-09 | | *57.6% marks* |
| **ACADEMIC** | 12th U.P. BOARD  10th U.P. BOARD | 2006  2004 | | *Second division*  *Second division* |

**PROJECT UNDERTAKEN** (**B. Tech**):-

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| **Project Title** | **FOUR WHEEL STEERING SYSTEM’** |
| **Technologies used** | MECHANISM BASED. |
| **Project Description** | Main function of this project to provide the turning of vehicle at minimum space till **zero turning radiuses**, to reducing the parking problem by **side movements** of vehicle, **lane** change at high speed, easy turning at **L & U** turns, its follow very close to the **ACKERMAN** principle. . |

**TECHNICAL SKILLES:-**

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| ESMS, EDMS, E-CAT are escorts based management software’s. |
| Knowledge of Microsoft power point, Microsoft Excel, MS office. |

#### TRAINING PROFILE:-

* Trained from “BHEL Jagdishpur sultanpur (u.p)”.
* Trained from CENTRAL FARM MACHINARY TESTING AND TRAINING INSTITUTE Budni, Bhopal (MP) for 3 times.

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| **PERSONAL PROFILE:-**  **Name : Sachin Kumar** Father’s Name : Shri Rajendra Prasad  Date of Birth : 08th July 1989  Nationality : Indian Marital status : Unmarried Known Language : Hindi & English | CONTACT DETAIL:-  Village- Bhadan  Post- Bhadan  Dist- Firozabad  Uttar Pradesh  **E-mail:-sachin4898@gmail.com.**  **Contact No. 9131237004/09752264345** |

**DECLARATION: -**

I HEREBY DECLARE THAT THE INFORMATION FURNISHED ABOVE IS TRUE TO BEST OF MY KNOWLEDGE AND BELIE

Place

Date SACHIN KUMAR