

**DHANDAUTHAPANI.P**

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**Professional Objective:**

B.E in Mechanical engineer working as Technical senior sales engineer with 18 +years of experience in metalcutting tooling processes. Highly trained Manufacturing field with strong technical abilities and be successful enthusiastic **“Cutting Tool Sales and Application Engineer”** who successfully applies vest knowledge of cutting tools, machining procedures to ensure my customers challenges are meet with success.

**TechnicalSkills:**

- Auto CAD
- Good communication skills, commercialunderstanding and business thinking
- presentation skills and negotiationskills, able to communicate
- Professionally direct with the customersincl. written responses to emails.
- Good knowledge about Excel,Word, Power Point and Outlook.
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**Education Academic Profile:**

Academic Qualification	Institute	Percentage	Year of passing
B.E –Mechanical Engineer	SriPadmavathi college of engg	70%	2004
Diploma Mechanical Engineer	Valliammai Polytechnic	77 %	1999
HSC	Marimalai Adigal higher secondary school	50 %	1998
SSLC	Cantonment board High School	78%	1994

### **Cutting tool sale presentrole & responsibilities :**

- Based at Chennai, regular daily basis assigned customers visits planning
- Providing customer Tooling Solutions for their requirements and expectations.
- Customer visits on daily basis, a discussion held with projects team, production team, NPD team, purchase team, accounts team in case of payment or GRN follow up. Various team required to be closed agenda points.
- Enquiry generation for new business development, studying the tools applications, competitor tools - sales products promo offer, providing solutions with suggested suitable respective tools to standard or special based on the application criteria.
- Reducing CPC cost saving benefits & Cycle time reduction and productivity improvement from present by providing suitable tools considering the applications.
  
- Trial conduction at the customer end for new products and against competitor's tools, trail report generation shares the analysis reports to management.
- Customer requirements related Quotation preparation, submission, target price negotiation, order finalization.
- Providing clients with stock status reports and stock planning for current supplying tools will help them meet their needs on time. providing compliance support and business growth development for dealers and their end customers under the machine tooling coupon system.
  
- Identify the new customers and new projects for organization business development scale.
- Analysis of the needs of customers and suggesting suitable tools and geometries for their purposes
- Handling the customers complaints and ensuring redress sales allocated areas
- Presenting technical demonstrations and catalog of new / existing products.
- Follow up with customers to ensure respective supply items invoice payment collection
  
- Study the competitor's prices and strategies and update reports to company management for development of the same side.
- Providing pre-sales technical assistance, product education and after-sales support services for related complaints and following up the quality and performance.
- Identify all requirements of the customers such as technical issues of assigned accounts to Assure complete customer satisfaction through all stages of the sales force.
- S P Precision Tools – Partner to review the activity of manufacturing solid carbide drill and endmills and Reamers
  
- My major achievements is to establish our own brand to listed customers in India
  1. Somic ZF At Chennai plant
  2. TEAL (Titan Engineering & Automation ltd) at hosur in AERO SPACE industries
  3. ELGI at Coimbatore plant
  4. ABI SOORAI and Midrange auto components plant 11 in puilvallam
  5. Delphi TVS Technologies both plant in Chennai
  6. Sundram fasteners ltd - Groups
  7. Q2Q Solution In MEPZ at Chennai
  8. Brakes India Pvt Ltd – Groups.
  9. Aerospace Engineers pvt ltd – Salem

10. Classic Industries and Exports pvt ltd
11. INDIA YAMAHA MOTORS INDIA PVT LTD
12. HERO MOTORCORPATION LTD –AP
13. KUN AEROSPACE PRIVATE LTD
14. Motherson automotive Technologies and engineering – Pondy
15. PETRONASH ENGINEERING SERVICES PVT LTD- VALVE INDUSTRY
16. Siva Rama Krishna forgings pvt ltd- Chennai
17. Newtech auto components – Groups
18. Newtech precision Products pvt ltd – Groups.

- Above this listed Customer I made from vendor code creation to Regular Running Business

**Present Experience #5:**

- **Company Name : PR Sales and Cooperation**
- **Working Tenure :** June 2023 – Till now
- **Designation :** Sr Sales Manager (South india)

**Present Experience #4:**

- **Company Name : S P Precision Tools**
- **Working Tenure :** March 2013 – 2023
- **Designation :** Partner

**Previous Experience #3:**

- **Company Name : G.W Precision Tools pvt ltd - Bangalore.**
- **Working Tenure :** Feb 2007 to Feb 2012
- **Designation :** Sr. Sales and Application Engineer.

**Previous Experience #2:**

- **Company Name : Esssquare solutions.**
- **Working Tenure :** June 2004 to JAN 2006
- **Designation :** Sales Engineer

**Previous Experience #1:**

- **Company Name : Super Auto Forge ltd**
- **Working Tenure : June 1999 to April 2001**
- **Designation : CNC Turning shift supervisor**

**Handled Direct Key Customers at G.W Precision Tools Pvt Ltd:**

- **ROLLTEC ( Brakes India Group) Padi**
- **ROLLTEC ( Brakes India Group ) Avadi.**
- **Brakes India ltd Padi**
- **Brakes India ltd Sez – Mahindra world city.**
- **Wabco Tvs – Padi**
- **Wabco Tvs – Mahindra world city**

**ACHIEVEMENTS:**

- **Converted major tools conversion from existing business & new development** ▪ **Converted major consuming regular using tools against competitors new development business of standard and special customers development.**
- **Ford motor Front Hub tools through SFL PONDY**
- **JAGAUH HUB TOOLS Through SFL PONDY**

**Role and Responsibility :**

- **Mainly from the beginning learnt about machining tools, Quality checking instruments manufacturing process under CNC & VMC machines.**
- **Has worked as operator and worked more effort for achieving daily basis target production in the allocated machines and checked tooling wears and troubleshooting report to team** • **Handling materials planning & distributing casting supply allocated shop floor to line up machines.**

**Role and Responsibility :**

Name : **Dhandauthapani.P**

Date of Birth : 25.04.1979

Sex : Male

Father`s Name : D.palani

Permanent Address : No8/4 ,1<sup>st</sup> Cross street , Anna Nagar Pammal ch 75

Nationality : Indian

Married Status :Married

Languagesknown : English, Tamil.

**Declaration:**

I hereby declare that the above information is true and correct to the best of my knowledge and belief.

Date :

Yours Sincerely

Place :

**Dhandauthapani. P**