

RANJU YADAV

PROJECT ENGINEER

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SUMMARY

- To seek and maintain full-time position that offers professional challenges utilizing interpersonal skills, excellent time management and problem-solving skills
- Having 4 years of total experience, with 1 years in business development and 3 years as Project Engineer.
- I consider myself as a candidate with positive attitude, confident and always willing to learn innovative technology.
- Enthusiastic team player ready to contribute to company success.

SKILLS

- Preparation of LoM, BoM & B0Q
- BSEA & SPIN Sells Technique
- ITIL V4 Foundation Certification
- Product Document Management & Analysis
- Techno-Commercial Proposal Writing
- Technical Support on Related Products
- Project Bidding
- Tableau, Ms Office
- Project Planning & Development
- Business Development & Planning
- Feasibility Reviews
- Database Management & Team Management

EXPERIENCE

Mar, 2022 To Present

PROJECT ENGINEER

PARKER OVERSEAS PVT. LTD. SAHIBABAD, UTTAR PRADESH

- Prepare, schedule, coordinate and monitor the assigned engineering projects.
- Assessed impact of modification requests for ongoing projects, providing documentation on required changes and expectations.
- Cooperate and communicate effectively with project manager and other project participants to provide assistance and technical support
- Discussion with customers and engineers to assess equipment needs and to determine system requirements.
- Cooperating with the clients for technical queries and sending them the proposal and resolving the issues related to the technical proposal on mails.
- Prepared technical specification sheet for the customized magnetic components like choke, inductors and transformers as required by customers.
- Help in researching and developing new products as well as Plan and modify products to meet customer needs.

Feb, 2021 To Mar, 2022

TECHNICAL COORDINATOR

PARKER OVERSEAS PVT. LTD. SAHIBABAD, UTTAR PRADESH

- Dealing with Sales and Project team for the enquiries and feedback.
- Assisting the technical manager to create and share work plans and timelines with the project team.
- Managing technical project documentation and share with the sales team for further clarification with the customer.
- Able to Carrying out administrative tasks.
- Preparing presentations and project updates

Mar, 2020 To Jan, 2021

PROJECT ENGINEER

HOUSTON SYSTEMS PVT. LTD. GREATER NOIDA, UTTAR PRADESH

- Developed executive presentations and reports to facilitate project evaluation and process improvement.
- Modified and directed project plans to meet organizational needs

- Identified plans and resources required to meet project goals and objectives by setting realistic timelines and checkpoints.
- Filled some of the tenders on GEM and e-tender Portals.
- Provided on-call support to tackle technical issues related to the products.
- Prepared technical datasheets for the automated security products like swing type gate, full height turnstile, boom barrier, spike barrier and more.
- Practical knowledge of Parking Management System, Parking Guidance System, Traffic Management System, Vehicle Management System, Security Automation Products like boom barrier, tripod turnstile, flap barrier, bollards etc.

Mar, 2019 To Mar, 2020

BUSINESS DEVELOPMENT EXECUTIVE

HOUSTON SYSTEMS PVT. LTD., NOIDA, UTTAR PRADESH

- Developed short-term and long-term sales objectives and strategic plans to meet market needs.
- Recruited and hired sales team of 5 employees.
- Tracked sales calls in database for relationship management.
- Strategized with sales team to prospect and qualify potential customers within assigned geographic territories.
- Executed calling campaigns targeting direct end-user prospective accounts for around 2 months.
- Developed comparison tables of products and services by researching products cost, rating and performance.
- Looked over all the managing, editing and preparation of documents related to technical products, managed and analyses the dataset of the inquiries which help us to work on particular side to increase the growth of business.
- Collaborated with sales and marketing departments to support business objectives and client acquisition.

EDUCATION

Aug, 2014 To Aug, 2018

MTECH: POWER ELECTRONICS & DRIVES: 74.7%

KIET GROUP OF INSTITUTIONS, GHAZIABAD, UTTAR PRADESH

- Thesis: **SIMULATION MODELING OF DC-DC CONVERTER FOR GRID CONNECTED INVERTER** (This system presents a boost converter which is used for the conversion of low DC voltage into high DC voltage as a source to the inverter and then voltage source inverter (VSI) synchronization to the grid is done. This work consists of simulation of DC-DC converter for grid side connected inverter).
- Published and presented paper entitled: **Simulation modeling of dc-dc converter for grid side connected inverter** in **International Conference on current trends in Computer, Electrical, Electronics & Communication (ICCTCEEC)**-SEP 2017.
- Published and presented paper entitled: **Review of PMSG based distributed generation system at International Conference on Electrical, Electronics Computer Science, Management & Mechanical Engineering.** (ICEECMMME)-NOV 2016.
- Participated and organized the National workshop on **Application of Power Electronics & Soft Computing in Power System** (Technically Sponsored by IEEE KIET Student Chapter).
- Participated and organized the Short-term course on **MATLAB and its Engineering Application** (Technically Sponsored by IEEE KIET Student Chapter).
- **Graduate Student Member** of **IEEE** for 2 consecutive years, 2015 & 2016.
- Took guest lectures on **Control System** of **B.Tech** final year students as well as guide them to create their presentation on the project works.

Aug, 2009 To July, 2012

BTECH: ELECTRICAL & ELECTRONICS ENGINEERING: 66.8%

ABES ENGINEERING COLLEGE, GHAZIABAD, UTTAR PRADESH

- Project: **SMART ELECTRICAL PROTECTION SYSTEM** (This system provides various types of electrical protection by detecting abnormal conditions (Over voltage & over current, Under Voltage & under current and temperature of device) and isolating them from the rest of the electrical system by circuit breaker operation.).
- Industrial Training: **NTPC, DADRI**, Jul 2011 (1month training on energy Production and distribution from power plant and overview of switchyard).

- Course: **CCNA Participation certificate course**, I have done CCNA participation certificate Training from Jetking, Ghaziabad. (Learn about the basics of Networking Protocols, IP subnetting).

Aug, 2006 To July, 2009 **ENGINEERING DIPLOMA: INSTRUMENTATION & CONTROL ENGINEERING: 74.1%**
INSTITUTE OF ENGINEERING & RURAL TECHNOLOGY, ALLAHABAD, UTTAR PRADESH

Mar, 2004 To May, 2005 **AISSC: CBSE BOARD: SCIENCE STREAM: 73.2%**
ARMY SCHOOL, GORAKHPUR, UTTAR PRADESH

EXTRA ACTIVITIES

- Participated and won many athletics competitions at different levels.
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- Always taken active participation in Group Discussions.
- Interested in playing carom, sketching, listening music, singing, and writing poems.

PERSONAL DETAILS

- **Languages known:** English, Hindi.
- **Marital status:** Married