CURRICULUM VITAE

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Objective

A total of 4+years of working experience. Professional CAE Engineer with about 3 years of industrial experience in FEA as a Structural Stress Engineer and Professional Inside Sales Engineer with approximately 1+ year of industrial sales experience. I seekfor a position that will help me continuously improving knowledge with respect to new technologies, getting new experiences and ultimately that will give satisfaction.

Work Experience

- ✓ Dynamic and result oriented professional with 1 year of comprehensive experience in sales and marketing
- ✓ As Inside Sales Associate carried responsibilities like handling subscription business, order accepting and
- ✓ processing through GeM portal, marketing activities, order processing activities in CRM tool
- ✓ Dynamic and result oriented professional with 3 years of comprehensive experience in automotive and aerospaceproduct development and structural analysis
- ✓ As Design Engineer carried responsibilities like evaluating the strength and life of the components by changing design parameters, boundary conditions, evaluating results for the non-conformances occur while manufacturingof the components
- ✓ As CAE engineer dealt with engineering projects related to meshing, on plasticsand sheet metal parts which involves Tetra mesh, Hex mesh, Shell mesh,1- D mesh

Core Competencies
- • Product Design & development • Structural analysis (FEA) • Project Management
- • Working experience on implicit and explicit analysis and exposure to crash and fatigue analysis

Professional Skills

Sales: Customer relationship management • Persuasive negotiator • Order Management •Database Management •Account acquisition •Tenacious follow-up • Networking enthusiast• Adept multi-tasker• Consultative sales strategies • Expertise in cold calling • Solution development • Email/Social media/Content marketing • Event Marketing

CAE Tools: Altair Hyper Mesh, ANSYS.APDL, LS-Dyna

CAD Tools: AutoCAD, Solidworks

Data Analytical Tools: Basics of Phyton & PowerBi

➢ **COMSOL Multiphysics Private Limited**: Inside Sales Associate - From January 2021- January2023

Contribution:
- Handling SUBSCRIPTION BUSINESS in Sales department
- Handling GEM PORTAL
- Handling Web Workshop Events in Marketing Department
- Checking to the company's website mail, segregating new leads data, pulling out and listing technical calls held by the CSR in a week are some of the additional responsibilities.
- Order entry, license management, exporting leads to CRM tool, Webinar calling are some of the backup tasks

➢ **CYIENT: Design Engineer –Structures -** From December 2018- September 2020

Contribution:
- Performed structural analysis on aerospace engine components for IHI (Ishikawajima-Harima Heavy Industries Co., Ltd., Japan).
- Been part of FCB (Front Centered Body) team for 10 months. Involved in Non-Conformances tasks occurred while manufacturing thesame
- Later contributed for SGV (Sided Guide Vane) till the end of service. Involved in Static Structural analysis from preprocessing to post processing
- Also responsible for creating standard work documents for the analysis carried out
- About 20 projects were executed in this team during my tenure. Details of only few projects were mentioned below

Projects

Titles: SGV joint bolt preload study, SGV PIP-PDR and PIP-CDR load assessment for NEO engines, SGV strength assessment for EIS and Block-D loads,
Tools Used: HYPERMESH & ANSYS APDL
Description:
- Evaluated the strength and life of SGVs by changing desired parameters in each respective task
- Performed single vane ID, single vane OD, bolted joint and HCF analysis
- Performed sub model analysis at critical locations

➢ **ECIL** (Electronics Corporation of India Limited-Hyderabad)

under deputation of AK HYPERCAD SOLUTIONS: **CAE Engineer** - March 2018 – September 2018

Contribution: Handled 3 Live Projects independently on meshing of 3 different lengths antennas by using hypermesh.

Project
Title: Meshing of Antennas
Tool Used: HYPERMESH
Description: Antenna consists of mainly reflector, yoke and pedestal. Mid surface mesh is done for these components with Quality Check Parameters as per client requirements.

➢ **AK HYPERCAD SOLUTIONS: CAE Engineer -** August 2017 – December 2018

Contribution: Handled engineering projects related to meshing. Listed below few projects performed individually.

Projects
Titles: Meshing of Head Lamp and Tail Lamp, Execution of FEA modelling for Engine block, FE modelling of Instrumental Panel Assembly.
Tool Used: HYPERMESH
Description:

- Meshed on models for static, crash analysis, linear analysis with Quality Check Parameters maintained as per client requirements
- Tetra mesh, hex mesh shell mesh 1D mesh was done on necessary components as per requirement

Achievements

- Got special recognition from ECIL for completing 6 months Antenna meshing project in 3 months with at most quality
- Got appreciation from SGV team in CYIENT for giving new ideas on non- converged model in static analysis
- Got special recognition for bringing up GeM portal from scratch to revenue generation
- Got appreciation for correction of database in CRM tool (assigned CSR's according to their territories, 7CSR's to almost 75k leads)
- Got appreciation for segregating new leads

Educational Qualification

Degree	Institution	Year of pass out	Percentage
Masters in Data Science(Business Analytics)	University of West Florida, Pensacola	Currently pursuing	---
B-Tech (Mechanical Engineering)	Sasi Institute of Technology and Engineering, Tadepalligudem	2017	73.92
Diploma (Mechanical)	S. M. V. M. Polytechnic, Tanuku	2014	76.68
SSC (Board of Secondary Education)	Z.P.(Boys) High School, Tanuku	2011	88.5

Personal details

• Date of Birth: 22nd April, 1996   • Languages known: Telugu, English, Hindi

Declaration

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

VYSHNAVI.