

CURRICULUM VITAE

LANKA RAVALI

Email✉ : ravalilanka256@gmail.com

Phone no: +91 9492484186

CAREER OBJECTIVE

Aspiring to work in a challenging competitive world and rewarding environment in an organization that values competence, performance and integrity and encourages creativity.

ACADEMIC PROFILE

| Course | Institution | Year of Passing | Percentage |
|-------------------|--------------------------------------|-----------------|------------|
| Polytechnic(DECE) | AANM & VVRSR College, Gudlavalleru. | 2012 | 92.3% |
| S.S.C | Sunflower Public School, Challapalli | 2009 | 91.2% |

TECHNICAL SKILLS

- Electronics and communications knowledge.
- Knowledge on SATCOM projects. (drawings, calculations)
- Knowledge on Meteorological Radars (Doppler Weather Radars, Avalanche Radars)
- Knowledge in crane control circuit drawings
- Radio terminal unit configuration
- Knowledge on stores process
- Knowledge on procurement process
- Front end and back end knowledge on VLSI

Programming Languages : Vhdl, Verilog

Operating Systems : Windows (xp,07,08,10).

Tools : MS office, Xilinx, Autocad, SAP

STRENGTHS

- Willpower and Hardworking.
- Good team worker.
- Positive thinking, friendliness.
- Able to work under pressure of deadlines.
- Self and quick learner.

PROJECTS :

NAME OF PROJECT IN DIPLOMA:

- VHDL Implementation on Universal Asynchronous Transmitter

WORK EXPERIENCE : PRESENT

- Working as Sr. Executive – Marketing in Astra Microwave Products Limited, Hyderabad.

JOB PROFILE:

- Understand the tender requirement
- Preparing technical proposal for Special projects like Earth stations, Doppler weather radars, Avalanche radars, MSS Terminals etc.,
- Technical compliance & commercial compliance.
- Coordinating and following-up with vendors to obtain Product brochures, quotations and MAL etc.,
- Comparing/verifying the datasheets with tender specs.
- Calculations & Diagrams as per tender requirement.
- List of Deliverables
- Techno-commercial bid as per tender requirement.
- Obtain EMD BG/DD as per tender requirement.
- Submission of tenders.
- Participating in Pre-bid meetings, technical review meetings and provide clarifications to customer queries.
- Customer registration, Registering Budgetary & Tender enquiries, preparing quotations, Register Sale orders and service orders as per customer Purchase order in SAP and circulate the enquiries & sale orders to respective stake holders for further necessary actions.
- Obtain PBG/necessary commercial documents as per customer Purchase order and ensure that are send to customer.

- Participating in Preliminary Design review meetings.
- Participating in technical review meetings and involving in testing with R&D team.
- Participating in Factory Acceptance Test with customer.
- Preparing commercial invoice for payment process.

WORKING CUSTOMERS : ASTRA MICROWAVE

1. ITR, Chandipur
2. DGRE, Chandigarh
3. IMD, New Delhi
4. BARC, Mumbai
5. NRSC, Hyderabad
6. SDSC SHAR

WORK EXPERIENCE : PREVIOUS

- Worked as a Assistant Engineer in Lotus wireless technologies India pvt Ltd. Visakhapatnam from 2016 to June 2018.
- Worked as a Junior Engineer in Lotus wireless technologies India pvt Ltd. Visakhapatnam from 2014 to 2015.
- Worked as a Stores assistant in Lotus wireless technologies India pvt ltd. Visakhapatnam from 2012 to 2013.

JOB PROFILE:

- Handling pre sales enquiries of Radio remote control system. Understand the specifications from customer and provide suitable solution.
- Drawings preparation for pre sales
- Project execution and review (end to end process: customer co-ordination, drawing preparation, indenting, co-ordination with procurement, manufacturing, testing and documentation.)
- Handling customer complaints
- Co-ordination with BD team for offers if service order required
- Testing of repaired systems
- Trouble shooting activities at office premises if required (Like programming and software updating etc)
- Online and offline support given to resolve issues at site to customer and service engineers as well.
- On time material arrangement for site support and demo

- Supplier co-ordination for trouble shooting and material status

PROJECTS HANDLED : LOTUS WIRELESS

I had done project execution around 200 projects on Radio remote control, Radio terminal unit, Radar based anti-collision system. Below is the shortlist of prime customers which I had successfully executed projects

1. Tata steel limited, Jamshedpur
2. Bokaro steel plant
3. Bhilai steel plant
4. RINL, Visakhapatnam
5. Demag cranes and components
6. HPCL
7. Naval dockyard
8. Jindal steel and power limited
9. L & T Special steels
10. Tata Motors Limited
11. Electric loco shed, Visakhapatnam
12. JSW Steel plant, Bellary
13. Schwing Stetter, Chennai

PERSONAL DETAILS

- Name : L.Ravali
- Father's name : L.Srinivasarao
- Mather's name : L.Ratnakumari
- Date of Birth : 26-08-1994
- Nationality : Indian
- Languages known : English, Telugu, Hindi
- Address : D/o L.Srinivasarao
D.No:2-58/1,Bandar Road
Challapalli,Challapalli(MD), Krishna(Dt)

DECLARATION

I hereby declare that the above written particulars are best and truth of my knowledge and belief.

Place: Hyderabad

Date: 20/07/2023

(**LANKA RAVALI**)