**Ranju** **Rajan**

SALES MANAGER

|  |  |  |  |
| --- | --- | --- | --- |
| ▪Delhi, India | 91 8527579716 | ▪rajanranju90@gmail.com | ▪www.linkedin.com/in/connectranjurajan |

**Summary**

Customer Oriented manager with over 11years experience in Manufacturing, Design, Process Planning & Stake holder Management. Proven Record of Completing the Project effectively using the Management, negotiations skills and upselling techniques. Seeking a dynamic role to challenge myself & contribute business success

**SKILLS**

|  |  |  |
| --- | --- | --- |
| * Project Management | * Project Coordination | * Quality Assurance |
| * Stakeholder Management | * Costing | * Team Management |
| * Salesforce CRM | * Negotiation Skills | * Leadership |
| * Problem Solving | * Process Planning | * Vendor Development |
| * Business Development | * Injection Molding | * Technical Skills |

**EXPERIENCE**

**Project Manager** Jun 2022 - Present

*HONGYI JIG RAPID TECHNOLOGIES, Delhi*

* Developing the Tool Development Plan and executing project End to End to management from Concept to Final Product adhering timeline & budget constraints
* Developing New CTQ documents collaborating customers ensuring Client satisfaction.
* Implemented project management methodologies to improve efficiency and reduce lead times
* Being the Window person with the Vendors through Development phase and making sure that Implementation of Documentation works like (PPAP, APQP) is done.
* Being Involved during New part Tool Trial to ensure Process establishment and inspection of parts as per specifications
* Perform Onsite visit to Vendors for Process and Part Audit.

**Project Engineer** Jan 2019 - May 2022

*BRITISH ENGINEERS, Delhi*

* Monitored Tool Development progress, identified bottlenecks, and implemented corrective actions to keep the Manufacturing process of Injection moulds on track
* Study and analyze part designs, conduct feasibility studies & provide recommendations for improvements as per CMF (Color, Material and Finish)
* Handle Requests for Quotation (RFQs) ensuring cost-effectiveness and adherence to Specification

**Design Engineer** Oct 2013 - Nov 2018

*SAMVARDHANA MOTHERSON GROUP*

* Used computer-aided design (CAD) software to create 3D models and 2D drawings of molds
* Optimize mold designs for ease of manufacturing by checking Part feasibility, DFM & MFA
* Preparation of Bill of materials for the molds and tooling components & Documentation too

**PROJECTS**

* Automotive Parts- Interior & Exterior Trims like Door Trim, Soft Trims, IP Ass etc.
* Home Appliances-Refrigerator, Cooler, Geysers, Mixer Grinder, Hand blenders & Fans etc.

**EDUCATION**  Aug 2009 – June 2013

B.E: Mechanical Engineering   
**Website:** vtu.ac.in | **Level in EQF:** EQF level 6