



# AJAY KUMAR SHUKLA

## ENGINEER

### CONTACT

☎ (+91) 8319174493

✉ ajayshukla0201@gmail.com

📍 Krishna Nagar Near Badi  
Saraswati School Satna  
Madhya Pradesh, India  
485001

### EDUCATION

MAY 2017

VINDHYA INSTITUTE OF  
TECHNOLOGY & SCIENCE

Bachelor of Engineering  
CGPA- 7.10

May 2013

SARASWATI SCHOOL

HSC  
MP BOARD- 62%

May 2011

SARASWATI SCHOOL

SSC  
MP BOARD- 62%

### SKILLS

- CRM Software
- Vessel fabrication quality check
- Auto CAD Design
- Competitive Analysis
- Customer Needs Analysis
- Active Listening
- Sales Presentations
- Product Demonstrations
- B2B and B2C sales

### LANGUAGES

- Hindi (Fluent)
- English (Fluent)

### PROFILE

Experienced and innovative Mechanical Engineer with over 3 years of marine construction testing mechanical systems and products. Proficient in CRM software including SolidWorks and AutoCAD, with a strong background in thermodynamics, fluid mechanics, and materials science. Adept at problem-solving, collaborating with cross-functional teams. Committed to leveraging engineering skills to contribute to the advancement of cutting-edge technologies and sustainable solutions.

### WORK EXPERIENCE

#### D&H Secheron(EXECUTIVE SALES )

Feb 2025 - Present

##### INDUSTRIAL SALES

Location: Singrauli, Madhya Pradesh

- Lotherme electrode

#### Superb Bearing Stores (SALES ENGINEER)

Feb 2024 - Jan 2025

##### INDUSTRIAL SALES & SERVICE

- Identified areas of improvement within the organization's processes related to sales activities.
- Developed and maintained relationships with industrial customers.
- Researched and identified new business opportunities in the industrial sector.
- Performed cost analysis of products versus competitors offerings.

#### Jagat Engineers Marine Construction

Dec 2022 - Jan 2024

##### Technical Project Head

- Welding quality inspection.
- IRS report analysis.
- Work done.
- Material analysis (for thickness)

#### Jagat Engineers Marine Construction

Nov 2021 - Dec 2022

##### Fabrication Supervisor

- Vessel fabrication production (tones) & planning.
- Vessel repair planning reference IRS report.
- Measurement planning of repair vessels (meter/millimeter).
- Auto CAD design reading.

### PROJECTS & AWARDS

- Hull Repair Project- AM AVIRAT
- Hull Repair project- MV HERMEEZ
- Hull Repair project- MV FM-3 Hull
- Repair project- MV FM-5 Hull
- Repair project- MV SAI Hull Repair
- project- MV SHRINIDHI

### CERTIFICATIONS

- MAJOR PROJECT — Solar Cell Powered Vehicle
- INDUSTRIAL TRAINING — Locomotive Workshop Jamalpur (U.P.)
- SOLAR PV INSTALLER (Suryamitra) — PMKVY