

HARDIK RAVAL

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Career Objective

A Project Sales & Marketing professional with 4+ years of experience. knowledge of managing projects across different business functions and Cross flow teams end-to-end. Strong team building capability while maximizing performance and delivery. A good understanding of project planning, including scope management, Breakdown Structures, estimating and scheduling. Looking for an opportunity in the role of Project Management where I can further grow under the guidance of excellent people.

Work Experience

Citizen Industries Ltd.- A member of DAIKIN group, Ahmedabad

- **Job Profile:** Sales & Marketing
- **Software skills:** SAP-S4/HANA SD, MS Office 365,
- **Responsibilities:** Sales Targets, Project Management, Client Meetings, Business development, Product Marketing. Responsible for Maintaining SD data in SAP, Preparing MIS & Business Review Meetings, Carrying out Presentation Activities, Documentations as per SOPs to meet company ISO standards.
- **Experience:** September, 2020 to present.
- **Key Tasks and Activities:**
 - Responsible for performing all sales activities within a Project Management cycle Right from Receiving inquiries, Quotations, Negotiations, Client visits & Meetings, make approvals Delivery Schedules, Payment activities & **customer services for end-to-end project.**
 - I am looking after punching data for **Business partners, Sales Orders, Quotations, Outbound deliveries** and Creation of **Billing activities in SAP.**
 - Achieving **sales targets, booking targets, Billing targets** & many other continuous improvements which I have completed within deadlines efficiently.
 - Adding to that preparing and **maintaining MIS & BRM registers** and giving presentations on regular intervals to Management is a key activity keep everything under control.
 - Writing non-technical Standard Operating Procedures (SOPs). Worked as Internal admin for **end-to-end implementation of SAP S4/HANA ERP** system at Citizen Industries Ltd. – A Member of **DAIKIN** group with IBM.

- Acquired experience in working for different modules such as **SAP SD**, SAP MM, etc. in SAP S/4 HANA.
- **Provided training to the end users** and ensured they are comfortable working on the SAP software.

Melt Engineering, Ahmedabad

- **Job Profile:** Design & 3D Printing Engineer
- **Software:** Solidworks 2018, Cura, Repetier, Autodesk Mesh mixer, PTC Creo, MS Excel
- **Responsibilities:** 3D modeling of industrial products, Model parts by reverse engineering , Checking for errors in existing design and make the design viable, 3D Modeling from 2D drawings, create 3D printable files, Make 3D Prints.
- **Experience:** 24 months. (JUNE,2018 to Aug 2020)
- **Key Tasks and Activities:**
 - Preparing **Delivery schedules** of Prototype projects as per client requirements.
 - Preparing **Quotations, Closing orders and providing design solutions to clients.**
 - Converting clients' prototype projects, starting from CAD design to developing satisfactory prototypes. **End-to-end product developments.**
 - I have used CAD software skills and developed many standard designs for various fields which include IOT companies, Architectures, Local Manufacturers. personalized USB enclosures, Health equipment, Multi-tasking Table designed for ISRO, PCB enclosures, Can and bottles with non-planar mating, Plastic products like spoon for baby feeding are some of the projects I have completed successfully
 - I have been part of the workshop organizing in **SAMVAAD-2018, Silver Oak College**. I have also organized my own workshop on **"3D Printing and Importance of Design"** for **"TECHXTREME-2019"**, **GANDHINAGAR INSTITUTE OF TECHNOLOGY** which is going to be in first week of March-2019.

Internships

Undergraduate Engineering Trainee - R.B. INDUSTRIES

Dec, 2017 - Dec, 2017

- I have assisted a Production Engineer by coordinating him in developing operational strategies to achieve production. I have planned and coordinate production engineering processes on daily basis to produce high quality products.

Undergraduate Engineering Trainee - Makson Pharmaceuticals(I) Pvt.Ltd

Jun, 2017 - Jun, 2017

- I have worked as a junior Mechanical engineer trainee and I have been given tasks to develop and implement a PRODUCTION FLOW CHART on project of manufacturing a AUTOMATIC

PACKING MACHINE by the senior engineers. I have communicated with all manufacturing departmental heads and workers to know every single aspect. I have analyzed and executed the data and developed a full production flow chart proficiently with my communication skills and technical knowledge.

Academic Details

Degree/Course	University / Board	Year of Passing	CGPA / Percentage
BE, Mechanical Engineering	Gujarat Technological University	2018	8.31
HSC	GSEB	2014	77.33
SSC	GSEB	2012	92.40

Academic Project

Multiple Diameter Pipe Bender - Assistant Prof. Dhruval V. Patel

Jul, 2017 - Nov, 2017

- I have done a project on developing a multiple diameter pipe bending machine under the guidance of Mr. Dhruval Patel. I have completed all the GTU PMMS activities online by submitting the work within time limits satisfyingly. I have studied 10 different patents related to our title and based on that with the help of group members have prepared a CAD MODEL of our project in solidworks to develop a machine which can different diameter pipes at different bending Diameters with manual operations

Skills

- Excellent verbal and interpersonal** skills with preference given to demonstrated client liaison aptitude.
- Demonstrated experience of **effective stakeholder management** with a variety of stakeholders and the ability to **communicate effectively** with said stakeholders
- Good problem solving, decision making, communication and negotiation** skills at all levels
- Strong working knowledge of **Microsoft Office**, with intermediate skills in Word, Excel and PowerPoint
- Engaging with operational and project management teams to ensure that correct skills, parts and resources are available in order to meet customer demand
- Managing project budgets** and tracking project cost
- A good understanding of **Project Control, including cost control, schedule adherence**, risk management and change management
- Experience gathering and managing **client requirements**

Technical:

SOFTWARE	INSTITUTE	STUDENT ID	YEAR
AutoCAD	CADD CENTRE, SURENDRANAGAR	M180351713	2018
SOLIDWORKS	CADD CENTRE, SURENDRANAGAR	M180351713	2018

COURSE	INSTITUTE	GRADE	YEAR
CCC	TCIL - IT	A	2014

- Comfortable in communicating with English, Gujarati and Hindi
- I have cleared A1 level in GERMAN language with CEFR C1.
- I have cleared IELTS with CEFR C1.

ACHIEVEMENTS**Cultural:**

- I am one of the heads of well-known students DISCIPLINE COMMITTEE of my college and we have successfully done 3 cultural festivals and concerts with the help of 150+ volunteers in my college.

Educational:

- I was in top 25 Lineup students in GSEB board results.
- I have scored 9.64 SPI with overall 8.31 CGPA having second rank in last term

Sports:

- I am a member of our class cricket team who have won gold medal in Feb 2017 and silver medal in Feb 2016 and Feb 2018 among 48 Teams.

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