

Ankit Panchal

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CTM, Ahmedabad-380026
DOB-15th Jan 1992

CAREER OBJECTIVE

To join a company that offers me a stable and positive atmosphere and inspires me to enhance and therefore to innovate the work culture for the betterment of professional development.

EXPERIENCE

Raajratna ventures limited (Tube Division- Raaj Tubes)

Manufacturer and exporter of stainless steel tubes: –

Engineer:- Sales & Marketing.

November 2021 – Present.

- Preparing Techno commercial offers through company CRM software and maintaining data sheets of individual client business with company.
- Coordinating with team members, production & dispatch team for in-time delivery & reliability of execution of order till payment follow-ups.
- Boosted potentially of securing high value client accounts through superior sales and relationship building skills, greatly advancing organizational objectives.
- Maintaining healthy relation based business with existing clients and finding new opportunities for developing new clients through maintaining accurate sales cycles (Vendor Register, Quotation (CRM), Order booking (ERP), PI and till payment clearance).
- Coordination with site Engineer, production and dispatch schedules of ongoing projects as to support deadlines in each stage of project assembly erection.
- Bidding in selected tender via self or via lyser.
- Helping hands in technical detail drawings understanding, based on that price and estimation are calculated which leads to accurate offering of the project.

SOFTWARE SKILLS

M.S Office, ERP
System, CRM , Basic Tally,
AutoCAD.

Hobby

Learning new things,
Swimming, Reading
articles.

LANGUAGES

English, Hindi and Gujarati

INTERESTED

Proposal engineer, Sales &
Marketing Engineer, Project
Engineer,
Techno-commercial
Engineer, Purchase
Engineer.

Brush India Mfg Pvt Ltd (Manufacturer of Industrial Brushes)
Ahmedabad — Technical sales Engineer

1st February 2018 - June 2021

- Understanding customer's requirements & suggesting best suitable solutions that exactly match their requirements.
- Quotations, payment collections, providing technical support, explaining of drawing layout.
- Coordinating with team members, production & dispatch team for in-time delivery & reliability of product.
- Collecting competitor strategy & installation, market trend & analysis.
- Lead generation with the help of Indiamart and TradeIndia portal which helps the company to generate new revenue for Export and domestic companies.
- Techno-commercial visit at client premise for serving product knowledge which satisfies them as per their application and requirement.
- Maintaining daily Customer Relation, reporting monthly, quarterly & annual revenue generated.
- Handling export clients from generating inquiry to payment and service sales cycle. (Start to end sales cycle).
- Ability to creatively explain and present complex concepts in an easy to understand manner which satisfies clients for long term relation.
- Actively using sales portals (Indiamart and tradeIndia) to generate revenue for the organization
- Make AutoCAD drawing in accordance with client requirements and send quotations with guidance of MD.
- Development and design of new products which helps clients to fulfill their application in innovative and very efficient manner.
- Developing channel sales with low margin and high productive way as to maintain smooth and continues cycle of production.

EDUCATION

**Silver Oak College of
Engg & Technology,**

Ahmedabad — *B.E
Mechanical with 6.0 CGPA*

Seventhday Adventist (ISC
board),

Ahmedabad — *XIIth first
class*

**Seventhday Adventist
(ICSC board)**

Ahmedabad — *Xth first
class*

PROJECTS

**Performance Improvement in
Mazda limited, Naroda, A'bad**

(1 Month)

- Proved Modification of Ejector for better efficiency.

**Modification of Centrifugal
Blower as a model based
project.**

- Design made which absorbs particles through a single inlet and serves through multiple outlets.
- Use of silencers which reduce unwanted noise from the system.

Thermotech Systems limited (Manufacturer of thermic fluid heaters) Ahmedabad — *Production Engineer*

1st July 2015 - 31st January 2018

- Supervise and evaluate the work done by contractors in production of each process, quality and safety on priority basis.
- ERP system executor for production planning.
- To give quality approvals of the final product of each assembly unit.
- Maintaining ISO file of production department.
- Worked in close proximity to developers and quality assurance team to ensure efficiency on product releases.
- Managed 3 contractors which include 62 co-worker in an executive office, maintaining an atmosphere of exactness, efficiency, and attention to detail in terms of product.
- Detailed planning of production to save dead- line date of dispatched schedule.