

Khan Noor Mohammed Ali Hussain

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EDUCATION

Maharashtra Institute of Technology – Academy of Engineering (Alandi) _ MIT

- Bachelor of Engineering – Mechanical 2014-2018
Topped in MIT college with Distinction Score
Savitri-Bai Phule Pune University Percentage: 83.6 %

Poona College of Arts Science and Commerce - Pune

- Achieved Grande Distinction during HSC exam 2012-2014
Savitri-Bai Phule Pune University Percentage: 83.4 %

Moledina High School & Junior College – Pune

- Ranked First in School with Distinction score (SSC) 2010-2012
Percentage: 87.45%

EXPERIENCE – PROJECTS

- Senior Engineer – Design and Development (Continuation Engineering). Aug 2019 – Present
KIRLOSKAR PNEUMATIC COMPANY LIMITED
AIR COMPRESSOR DIVISION (SCREW|RECIP|CENTRIFUGAL)
 - Implementation of Process to remove issues raised due to fitment issues in Manufacturing, Assembly and testing.
 - Trouble Shooting of Problems arise during After Market Services.
 - Applying Kaizen and Quality tools improving Product Quality.
 - Failure Model Analysis Techniques
- Graduate Engineer Trainee (GET) – Project Execution, Manufacturing, ME, Sales and Marketing Aug 2018 – July 2019
KIRLOSKAR PNEUMATIC COMPANY LIMITED
AIR COMPRESSOR DIVISION – WEST REGION
 - **Production and Assembly Shop and Testing** Aug 2018 – Oct 2018
Experienced the Basic Manufacturing Process involve in the manufacturing of Screw Reciprocating Compressor. Applied Basic ME (Manufacturing Engineering) with Development of new product and SOP. Improvement and Product Manufacturing Cycle With Kaizens and Application of Quality tools in the area.
 - **Sales, Marketing and Proposal** Dec 2018 – July 2019
Product Portfolio understanding
Cold Calling in areas like Bhiwandi, Thane, Navi Mumbai and Pune.
B2B Meetings, Presentation | B2C Visits Independently | Dealer Management
Exhibitions | Seminars and Marketing Strategies
Proposal and Product Delivery Techniques.
Appreciated by Vice President and DGM for Performance

PROJECTS DETAILS _ Kirloskar

- Studied the Market of Madhya Pradesh area with Mapping of Potential area for Compressor.
- Generation of Enquiries with Cold Calls where existence of Kirloskar is less. Eg. Bhiwandi Mumbai (Textile Market)
- Enquiry Generation for Centrifugal Compressor:
The GOA is Saturated market in terms of compressor & Kirloskar has Zero Penetration in GOA.
With Campaigning of 6 days in Goa I made to found 8 Enquiries.

- MP : Madhya Pradesh Sugar Industries
Kareli, Pipariya, Gadarwara, Narsinghpur are the area where the Sugar Plant of MP states has been present from last five years but Kirloskar was having Zero Presence there. By Visiting and Targeting in this district found 11 Enquiries for Compressors.
- Successfully Ordered 2 Compressor @7.5Bar Pressure with Capacity 50 CFM and 61 CFM.
- Converted Many Non-Buyer Customer to Buyer customer by showing Technical support and Helping them in finding best solution within economic range with respect to size of company.

PARTICIPATION

- DYNAMIC ANALYSIS OF FRONT AND REAR SUSPENSION OF ATV
International Research Journal of Engineering and Technology (IRJET)
Volume 5, Issue 3, March 2018 S.NO: 759. March 2018
- DESIGN, ANALYSIS AND FABRICATION OF AN EFFECTIVE STEERING SYSTEM
IJRASET Publications March 2018
- BAJA SAE INDIA – Team Niyudrath
Auto Sports Club – MIT – AOE (Pune) 2016-2017 (Member)
Organized by Mahindra and Mahindra 2017-2018 (Head)
Design of Suspension Assembly of an ATV (Suspension Head)
- ENDURO STUDENT INDIA – Team Niyudrath
Auto Sports Club – MIT-AOE (Pune) 2016-2017 (Member)
Sponsored by Gabriel India. 2017-2018 (Head)
- Quality Management Systems and Control _ QMS / 5S / Kaizen / TPM / QC

SKILLS

SOFTWARE KNOWLEDGE

- Catia
- Ansys and Inventor (Primary)
- LOTUS
- AutoCAD
- MS- Platforms (Excel/Word/PowerPoint)
- MATLAB

LANGUAGE

English, Urdu, Hindi, Marathi

HOBBIES

Singing, Gardening, Cooking.

LEADERSHIP & SERVICES

SAE BAJA INDIA & ENDURO-STUDENT INDIA HEAD- SUSPENSION TEAM. HEAD- FINANCE AND ADMINISTRATION Auto-Sports Club – MIT Pune.	2017-2018 (1 Year 2 Month)
ABU-ROBOCON Organized by MIT-AOE Pune (National Level). HEAD - ANCHORING AND COMMENTARY TEAM	2016-2018 (2 Years)

Member of Jiggyasa – The Social Activity Group	2015-2016
Member of IMECH-E Student Chapter	2015-2018
Member of IE Student Chapter	2016-2018
Member of Society of Automotive Engineer (SAE).	2016-2018
Member of Author group at ELSEVIER publication	2017- Present

AWARDS & QUALITY

- | | |
|---|-------------|
| • DIRECTOR CHOICE AWARD (ALL ROUNDER STUDENT OF THE YEAR)
MIT ACADEMY OF ENGINEERING | 2014 - 2018 |
| • BEST SPEAKER & DYNAMIC PERSONALITY
MIT ACADEMY OF ENGINEERING | 2015 - 2018 |

STRENGTH AND WEAKNESS

- | | |
|---|---|
| ○ Strength | ○ Weakness |
| <ul style="list-style-type: none"> • Optimistic • Resourceful • Enthusiastic and Responsible • Versatile and Flexible • Team Oriented with Open Minded | <ul style="list-style-type: none"> • Straight Forward • Sensitive • More Talkative • Can't Say NO |

COMPANY INFORMATION

- CTC : 4,80,000/- P.A.
- Contact for Reference:
Mr. Sandeep Tiwari (DGM ACD Sales – West) : (+91) - 9820453898 | tiwaris@kpcl.net
Kirloskar Pneumatic Company Limited
- Mr. Harish Janardhanan (Asst. Manager – West Sales Team) : (+91) - 9869105433 | harish.janardhanan@kpcl.net
Kirloskar Pneumatic Company Limited

CAREER OBJECTIVE

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continuous learning and teamwork, which can benefit the organization. To lead in one of the best automobile engineering sectors and to be one of well-known researcher in automobile industries.

PERSONAL INFORMATION

Mother Name: Khan Sajida
Date of Birth : 29/07/1997
Gender : Male

I hereby declare that the information given above is true to the best of my Knowledge & belief.

Date : 26/08/2019
Place : Pune