

## **S.Achudhan**

achudhan93@gmail.com; + 91 9176420222

Automotive- Sales Engineer

### **Objective**

Seeking challenging and responsible position in Sales and Business Development where my professional background can be utilized for the progress of the organization and to update myself with the latest technologies, to enable myself to establish in future.

### **Professional Experience**

Since Mar 2020 with HellermannTyton Private Limited as **Sales Engineer- Automotive South India**

#### **Roles & Responsibilities**

- Key accounts management of South Automotive customers- Tier2, Tie1 and OEMs.
- Handling RFQ & E-sourcing Parts, Part proposals & suggestion, working with part costing & quotation submission and pricing negotiations.
- Working closely with customers to provide timely solutions & Vave analysis and to spec in HT parts in existing and new development vehicles.
- Taking care of sales on achieving predefined targets and identifying & developing new business for growth of south region.
- Analysing market conditions to explore new opportunities, leads & competitor moves, providing valuable inputs to penetrate HT parts and gain market share.
- Forecasting & Planning for arranging materials within specified time frame and honouring customer requirements timely.
- Generating business from existing customers and achieving sales & growth.
- Understanding customer requirements and providing timely solutions to their queries and concerns.
- Providing product demonstrations at customer premises for product promotions.
- Resourceful at maintaining healthier relation with clients by providing timely solution to their queries and issues to achieve quality product and service.
- Preparing weekly and monthly reports on RFQ's, current & upcoming projects, sales and market details.
- Knowledge transfer of HT parts and proposals to internal team.

#### **Key Expertise**

- Industrial Products- Cable Ties and Fixing, Wiring Harness and routing, Aluminium casting and Moulding.
- Sales, Business Development, Client relation management, Operations.

#### **Highlight**

- Successful in generating new clients and business.
- Achieving sales target by 118%

### **Career commencement**

Jan 2016 – Feb 2020 with M/S Sri Balaji Casting Pvt. Ltd. as **Assistant NPD and BD Engineer**

#### **Roles & Responsibilities**

- Handling of new RFQ's & E-Sourcing parts with internal team, preparing cost work for parts and getting approval with management.
- Handling Customer with domestic & export market, clients: ABB, Royal Enfield, Ashok Leyland, Simpson, GE Health Care, Tafe, Toshiba, Alstom.

- Providing timely service and solutions to customer queries and concerns.
- Lead cross-functional teams in project related work including engineering, sourcing, manufacturing and product management and activities.
- Technical interfaces with the customer, design, manufacturing plants, testing, sales, program management, purchasing and suppliers.
- Estimate Profit & Loss on project and development cost for new parts like in-house and out-sourcing for fabrication, design, and special process.
- Handling APQP, PPAP, TS documentations for work and process standardization.
- Organize timely review meeting and report on the process plan VS actual, to review for corrections/constraints and to ensure on-time sample submission to customer.

#### **Academic Qualification**

- Pursued B.E. Mechanical Engineering course in Prince Shri Venkateshwara Pamavathy Engineering College, Ponmar, Chennai 600-048 with 8.02 CGPA out of 10.
- Pursued higher secondary education in SRDF Vivekananda Vidyalaya Chromepet, Chennai 600-044 with 88 %.
- Pursued middle school education in in SRDF Vivekananda Vidyalaya Chromepet, Chennai 600-044 with 85%.

#### **Certifications**

- Certificate of merit for Tool- CATIA, from Caddom Technologies Pvt Ltd., Apr 2018- Jun 2019.
- Certificate of Training on Awareness to Quality Management System as per ISO 9001:2015 from BQMR [P] Ltd.
- Diploma course in cad software's, Mech- CAD Pro from Caddom Technologies Pvt Ltd., Aug 2012- Feb 2013.

#### **Skills**

Tools	Windows, MS Office
Languages	English, Tamil, German-Basic
Cad software	AutoCAD, PRO-E, ANSYS, CATIA, Solid works.
Others	5S, APQP

#### **Hobbies & Interest**

Listening to Music, cooking and gardening.

#### **Personnel Profile**

Name	S.Achudhan
Father's Name	PG Sridhar
Date of Birth	11-11-1993
Gender	Male
Nationality	Indian
Languages known	English, Tamil

I hereby declare that the information furnished above is true to the best of my knowledge.

Date:

Place: Chennai

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