

# ABHISHEK MISHRA

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## PROFILE SUMMARY

A versatile and skilled person with excellent experience of 7 years in Business development ,quality tools application and manufacturing processes in the automotive industry for enhancing the company sale as well as improving the quality of product. To engage in a position that will challenge me to use my education, experience, and skills in order to collaborate with the growth of the company and my professional career.

## SKILLS

Marketing intelligence , NDA , Negotiation with Customer About Price Settlement , Root Cause Analysis , 8D report , Corrective action & Preventive action (CAPA), 4M change , APQP , PPAP, FMEA, 5S , PPM , Cost of Poor Quality , GD&T , Kaizen , Pokayoke , Calibration , MRM , QA Objective , Skill Matrix, IATF, MS Office, .

## PROFESSIONAL EXPERIENCE

### Engr.- BD& Marketing

Global Autotech Private Ltd.

Feb 2024 -Till Now

#### Job Responsibility: -

- Coordinate with customer for New Business & Implementation.
- Working on RFQ for new parts/Business.
- Regular Customer Visit for generation of new RFQ/Business.
- Negotiation with Customer About Price Settlement.
- Completion of Schedule vs Supply of all the parts.
- Daily tracking of dispatches against the schedule for the particular month also sharing the till date compliance data with internal team & customer for low lifting of material.
- Verification of ECN & PCAN and implement accordingly.
- Monitoring of delivery rating & Supplier rating on monthly basis.
- Existing as well as new customer, RFI processing for RFQ received from customer, quote processing, LOI retrieval (through portal & mail), processing project Kick Off sheet to share with the plant a formal go ahead to declare the project SOP.
- Working on VAVE to reduce the cycle time & Improvement in productivity.
- Involve in Root cause analysis activity for Customer and Internal Defect & Less delivery rating issue.
- Forecasting & Analysis :-Arranging schedules&6-months tentative forecast from Customer analyzing and presenting schedules vs actual sales to customer and revising the current schedules as per latest market trends,
- Sharing 6-months forecast to the plant for RM planning & production planning.
- SAP Activity:-Monthly sales orders for all customers, handling rejections from customer including rejection return sale order & return PO for customer rejection, Penalty invoices processing in SAP from approval of Quality to service PR generation & release, service entry sheet creation

and finally submit to finance, BDC File update in SAP, for generation of requirement in Service PR & PO generation same processed to release for payment of service vendor.

- Quarterly RM amendment PO, follow ups for price increase, Tooling compensation working & follow up for payment, Follow up for pending payments with customer, Credit & Debit note working analysis & request for go-ahead from customer to share the bill copy, Identifying, understanding & resolving customer daily issues & requirement and negotiating for an outcome that beneficial both the customer and Our Company.

#### **Engr.- Marketing &SCM**

**R.R. Industries Sahibabad**

**July 2023 –Feb 2024**

##### **Job Responsibility: -**

- Completion of Schedule vs Supply of all the parts
- Submission of PPAP doc. as per requirement.
- Conducting Dock audit as per plan.
- Involve in Root cause analysis activity for Customer and Internal Defect & Less delivery rating issue.
- Preparation of CAPA/8D after completing the analysis.
- Working on RFQ for new parts /Business.
- Coordinate with customer for New Business & Implementation.

#### **Engr.-BD& Marketing**

**Varroc Polymer India Private Ltd. G. Noida**

**Aug 2021– July 2023**

##### **Job Responsibility:-**

- Maintaining RFQ Register.
- Submitting Quotation to Customer against RFQ.
- Regular Customer visit for new RFQ/Business.
- Involve &Conduct Customer Audit & Submission of closure doc. With action plan.
- Completion of Schedule vs Supply of all the parts.
- Working on VAVE to reduce the cost of parts .

#### **Jr. Engineer –Production Planning Control**

**Dhiman Engineering Corporation Faridabad**

**July 2018– Aug 2021**

##### **Job Responsibility: -**

- Preparation of Daily basis Production Report.
- Monitoring Adherence of Production plan vs Actual.
- Planning of Manpower deployment on machine.
- Analysis of Issue in Injection molding process.
- Involve in Maintenance of Injection molding machine.
- Involve in Red bin Analysis activity.
- Doing Setup Approval of process as per SOP.

## EDUCATION

DEGREE/EXAM	COLLEGE/UNIVERSITY	PASSING OF YEAR	PERFORMANCE
<b>B. Tech</b> (Mechanical Engg.)	DITS Prayagraj/APJKTU	2018	62%
12 <sup>th</sup>	Ganga Intermediate College Allahabad/UP Board	2013	67.0%
10 <sup>th</sup>	Ganga Intermediate College Allahabad/UP Board	2011	65.0%

## IT SKILLS & COMPUTER PROFICIENCY

- MS Excel
- MS Word
- Power Point

## CERTIFICATION AND TRAINING ATTENDED

- One month Training program in Railway Workshop DLW.
- One month Training Program of Auto Cad – 2007.
- One month Training Program of Solid Work Designing Software.

## PERSONAL DETAILS

- Date of Birth : 07-06-1996
- Father's Name : Mr.Surendra Kumar Mishra
- Address : H.N. –153 Vill-Serawan,Post-Atrampur,Distt-Allahabad, UP.
- Language known : English & Hindi
- Marital Status : Unmarried
- Nationality : Indian

## DECLARATION

I hereby declare that all the information given above is correct to the best of my knowledge and belief