



**RAJNISH KUMAR**

**Contact: +919015674379, Email Id: krajnish81@yahoo.co.in**

**Address: C-2/29, Sector-5, Rohini, New Delhi**

**Senior level assignments in Quality Assurance/Business Development & Marketing Planning Management/ Sales & Service Coordinator**

**PROFESSIONAL SYNOPSIS:**

- A Dynamic and result oriented Bachelor of Engineering (Electrical) offering more than 11 years of extensive experience in the field of Production, Quality Control and Marketing & Sales, Business Development.
- **Experienced in handling a good number of Sales dealers and other good Channel partners for marketing of Automatic Voltage Regulator, servo, stabilizer and Electrical Machines, Vacuum Pumps, Air-Compressors**
- Recognized for big-picture vision, direction, taking ownership, meeting targets, and tenacity to make high-stake decisions using experienced-backed judgment, solid work ethic, and irreproachable integrity.
- People oriented and possess Executive level experience and always ensure that clear objectives & expectations are maintained and delivered. Excellent communicator, innovative, contributor to the success and prosperity of the organization, building cohesive team focused on goals, safety and throughputs.

**AREA OF SKILLS:**

- |                                     |                                  |
|-------------------------------------|----------------------------------|
| ➤ Co-ordination with execution team | ➤ Process & Operation Management |
| ➤ Complete vendor coordination      | ➤ Business Development           |
| ➤ MIS/Clients liaison               | ➤ Strategic Sales & Planning     |
| ➤ Adhering project schedules        | ➤ Marketing Planning & Strategy  |
| ➤ Quotation, AMC, PO/PI             | ➤ Detailed Engineering           |
| ➤ ACR/P&L, Key Accounts/Customer    | ➤ Sales Training & Development   |
| ➤ Quality Management                | ➤ Expanding Sales & Marketing    |
| ➤ Sr. Production Engineer           | ➤ Calibrations, R&D Management.  |
| ➤ Tendering, Costing & Estimation   | ➤ Analyst of EPC/QMS/SAP/ERP/OEM |
| ➤ Market Research & Analysis        | ➤ Marketing Keys & 4PS           |
| ➤ Merchandiser Management           |                                  |

**ORGANISATIONAL SCAN:**

**05 July 2017—30.Sept.2019 | Sidharth Systems Pvt. Ltd. | Manager-BDM(Planning) (Authorised Stockists & Dealer, OEM, of Kirloskar Electric Co. Limited)**

**Key Deliverables:**

- Adroit in handling the business development, identifying and developing the new market, handling lead generation and client retention and achieving the set targets.
- Proficient in preparation of business plans, competitors profile and monitoring operations at regular intervals with focus on profitability, demonstrated acumen in handling distribution in various parts of the country.
- Proven ability in achieving / exceeding, opening new and profitable product / services

market and setting up business operation in untapped market.

- Vetting the quotation submitted to client and rigorous follow-up for same.
- Prepared presentations, attended meeting with corporate clients, generated corporate customers for sales generation and fulfilled customised needs of the customers.
- Managed Key customer relationships, marketing promotions, pricing, new project opportunities and identify trends; providing technical support to corporate clients and target for business development.
- Managed all marketing and commercial activities and managed Dealer Sales and Channel partners.
- Administered complete cycle of the order execution entailing preparation of order acceptance.
- Delivered multiple tenders with the govt. And private institutions successfully with complete T&C.
- Handled B2B and B2C mode to generating good business.
- A Strong Liaoning with existing & new customer upto pre and post sales
- Overseeing delivery and distribution of stock and deal with suppliers

#### **PREVIOUS ASSIGNMENTS:**

##### **01 June 2014—30 June 2017. Credible Business Solutions, Delhi | Business Development Manager | Project Sales**

##### **(Providing Complete LV Services in residential/ Commercial Projects)**

- Developed corporate client network & maintained retention of existing clientele.
- Coordinated & expedited for process, ordering projects/execution
- Handling and providing LV services in residential and commercial projects
- Create brand visibility and market penetration strategies
- Prepare sales/revenue forecast and implement strategies to achieve sales, revenue, profit, and market-share objectives of the company
- Build relationship with customers to facilitate opportunities as well as maintain fruitful relationships with existing customers.

##### **Aug. 2008—May 2014 | Shakti Industries, Delhi | Quality Control & Sr. Production Engineer.**

##### **Key Deliverables:**

- Managed the team of entire production floor & coordinated them with liabilities.
- **Quality control (QC)** is a procedure or set of procedures intended to ensure that a manufactured product or performed service adheres to a defined set of quality criteria or meets the requirements of the client or customer.
- **Advanced Product Quality Planning (APQP)** is a quality framework used for developing new products in the automotive industry
- Planned, co-ordinate and implement to all functions to the procurement requests
- Spearheaded to the team & expediting for production with quality assurance.
- Handled tenders from analysis to approval in coordination with the Quality Control and reviewing – Design Checklist and Work Specific Quality Control Plans at tendering stage.
- Provided technical & theoretical support to the team at any stage.
- Preparing brochures, power point presentations and managing overall marketing and commercial activities.
- Estimation of raw materials, ensuring quality assurance with QMS/KAIZEN
- Complete Coordination to the Factory/Plant Management system.

#### **RELATIONSHIP MANAGEMENT:**

- Handling customer queries for better turnaround time and customer satisfaction. Identifying prospective clients, generating business from the existing clientele to

achieve business targets.

- Interacting with the clients on a regular basis & providing redresses to all their queries, complaints & handling all client relation.

#### **VOCATIONAL TRAINING:**

- Rewarding certificate through MSME New Delhi in Export Management.
- Rewarding certificate through NSIC New Delhi in Manufacturing As a Incubator

#### **PROJECT TRAINING DETAILS:**

- Automatic Servo Stabilizer. It also based on time delay, Hi-Low voltage Cut-Off, Reduction in power consumption & improvement in power factors.

#### **CURRICULUM CONTRIBUTIONS:**

- Playing Chess-Board, Travelling
- Awarded by **CANSUPPORT** For the Social Welfare Awareness Seminar
- Participated in Civil Defence Program conducted by **Rotract International Club**

#### **IT SKILLS AND CERTIFICATIONS:**

- **DCA & C-Language:** One Year Diploma in Computer(O-Level) from DOEACC
- **PLC/AUTOCAD-Design:** From MSME, New Delhi.

#### **ACADEMIA:**

- **2008 B. Tech (Electrical) - V.B.S.P. University, U.P.**

**Total Deliverables:** 12 Year's

- **Last Salary:** Rs.5,00000 LPA
- **Expected Salary:** Rs.8,00000 LPA
- **Notice Period:** Within 1 week

#### **PERSONAL DOSSIER:**

**Date of Birth:** 15 Feb. 1981

**Marital Status:** Married

**Passport No.:** L 1845012

**Strengths:** Positive attitude, Empowerment, Team Work, Integrity & Honesty

**Languages:** English & Hindi

**Interest:** Serving People & Reading Research Projects

#### **OTHER INFORMATION:**

Preferred Job Location: Anywhere/Abroad

The above information is correct to the best of my knowledge.

**REFERENCES:** MR. SAMIR DAS, HR SSPL CO., MOB-7210052511

MR. NANDLAL PRASAD, CA & GST COSULTANT, MOB.9811481038

**Place:**

**(Rajnish Kumar)**

**Date:**