



## **Curriculum vitae**

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**Shiv Kumar (civil engineer)**

Email:-[shivashiana@gmail.com](mailto:shivashiana@gmail.com)

Mobile: - 9760600676 (Personal), 8755439729 (house)

**Objective:** -A highly talented professional and dedicated civil engineer. To achieve career growth through continuous process of learning for achieving goal & keeping myself dynamic in the changing scenario to become a successful professional and leading to best opportunity and I am willing to work as a civil engineer any work.

## **Technical Qualification**

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**4 Year B. Sc. Engineering (Civil)** from **R. P.sharma Institute of Technology** Patna in 1998-2004 with an aggregate of 59.9 %.From **Magadh University, Bodh Gaya (Bihar)**.

## **Academic Qualification**

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Passed Intermediate Science examination in 1993-1995 from B. I. E. C., Patna (Bihar)

Passed Board examination in 1992- 1993 from B. S. E. B., Patna (Bihar)

**E. M.B.A** – one year **Material management 2009 -2010** from N.I.B.M. Chennai with an aggregate of 60%

## **COMPUTER SKILLS:-**

Knowledge of basic Microsoft Windows 98, 2000 and XP operating systems, Office 97/2000/XP and AUTOCAD 2000

## **Languages Know**

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Speak - English /Hindi and Write English /Hindi

## **Personal detail:-**

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**Date of Birth** - 18<sup>th</sup> Dec, 1976 , **Sex** –Male

**Marital Status** - Married **Nationality** - Indian

**Correspondence Address:** - Shiv Kumar, C/O Sri Tribhuvan Rai , Village – Dariharabhuwal, Post – Darihara , Police station – Dariyapur ,District- Chappra( Saran ) Bihar-841247

**Permanent Address:** - Shiv Kumar, C/O Sri Tribhuvan Rai , Village – Dariharabhuwal, Post – Darihara , Police station – Dariyapur , District- Chappra( Saran ) Bihar-841247

**Hobbies:**-Gardening

**Award and Achievement:** - (A.)“Top performing team” in generating highest order during site working in Rajasthan state during the year 2011 from Ambuja cement LTD

(B). phase 1 of the campaign - 5 star for the month June, July, August and October 2019. From Ambuja cement Ltd

(C). certificate of appreciation for great work & achievements in May 2020 from Ambuja cement Ltd

**Internal Trainee:** - (A). HRCM academy / pricing training 2010 (Holcim certificate).

(B). Concrete materials and testing workshop (Ambuja cement Ltd. Certificate)

**Professional Experience 18 years & 4 month :**-High rise building and Residential building construction, , power plant Substation new construction & cement industry technical services Expert , sales AAC block , cement sales and Construction chemical sales

**Currently working company:** - Prism Johnson Limited, RMC (India) Division Construction Chemicals Business, Patna, Bihar

**Period:** 1<sup>st</sup> October -2021 to Till Date

**Designation:**-Assistant Manager – Techno commercial sales (IPNR)

**Major project:** - Sales of Endura Construction Chemical (admixture). Achieves maximum sales profitability, growth and achieve clear balance accounts penetration within our assigned territory and/or market segment by effectively selling the company's products and/or related services. Our effort personally contact and secures new business was achieved from customers.

**Job description:** -

Construction Chemicals sales, building network, new client acquisition. Building relationship with Project Managers at various Construction Project sites. Finding out new projects by doing research on regular basis. Listening to customer requirements and presenting appropriately to make a sale. Maintaining and developing relationships with existing customers in person and via telephone calls and emails; Cold calling to arrange meetings with potential customers to prospect for new business. Responding to incoming email and phone enquiries. Co-coordinating with the Production department for the Product requirements of the clients. Co-coordinating with the concerned departments for the product – trials on the sites. Acting as a contact between a company and its existing and potential markets. Negotiating the terms of an agreement and closing sales; Gathering market and customer information. Negotiating on price, costs, delivery and specifications with buyers and managers. Challenging any objections with a view to getting the customer to buy. Recording sales and order information and sending copies to the sales office, or entering figures into a computer system. Reviewing our own sales

performance, aiming to meet or exceed targets. Gaining a clear understanding of customers' businesses and requirements. Making accurate, rapid cost calculations and providing customers with quotations. Feeding future buying trends. Attending team meetings Goggle with senior and sharing best practice with market & colleagues. Self apply Brand approval and achieve Brand Approval from Government concerned department.

**Working Company:** - Ambuja cement LTD

**Period:** - 08 - Feb-2010 to 31 -march 2021

**Designation:-**Senior Technical Engineer

**Major project:-**Provide technical services for channel partner /dealer of company. Sales of cement three type and AAC block through Awareness of technical services. Working ( District - Jhujhunu ,sika and chhru ) ,Rajasthan & (District - Bareilly, badaun ,pilibhit ,shahjahanpur ,sitapur ,farrukhabad and lakhimpur utter Pradesh ) .

**Job description:** - Identifying new business opportunities and expanding current customer service base. Educating prospective and existing base on the benefits and features of the products and services. Participating in and offering expertise to employees in all phases in contract execution. Upholding strong dealer relationships and maintaining contact with all customers in the market area to ensure high levels of satisfaction. Providing customer support by acting as the point of contact for troubleshooting specific customer problems. Achieving specified product revenue and/or profit margin targets. Regularly communicating with senior & below manpower on market strategy. Assisting the on ground team on implementing and developing sales strategies to fit geographic and prospective customer needs. Developing and facilitating long and short term product user goals. Monitoring the business activities of major competitors, analyzing their results and identifying their strategies. Advisory services to end customers and applicators engagement Decision making and Time Management skill. Team handling conflicts Resolution skill.

**Company:** - ASHIANA HOUSHING LTD. JODHPUR (RAJASTHAN)

**Period:--** Feb-23<sup>rd</sup> 2008 TO 14<sup>th</sup> October 2009

**Designation:-**Site Engineer

**Major project:** -CONSTRUCTION OF NEWDUPLEX BANGULA (VILLA)/Land development(Area -147700SQft- 95 villa+ 532795 SQFT)Jodhpur, Rajasthan

**Job description:-**Site inspection for civil construction work and ensure that is as per the project specification and issued for construction drawing final approved drawing from authorities.BQ preparation of civil work. Proper management of materials and workmanship

Ensure that all the works meets the stipulated quality standards. Co-ordinate with sub – contractor and other agencies involved for smooth flow of work. Constructions of New Culvert drain R.C.C / Pipe and water tank R.C.C.Constructions of New approach road of R.C.C/ Bituminous road. Timely Making and bills payment of contractor. Decision making and Time Management skill. Team handling &conflicts Resolution skill

**Company:** - AREVA. T & D. INDIA LTD. (Formally: - M/S ALSTOM LTD)

**Period:**-May 3-5-2005 to 17 -02- 2008

**Designation:**-Site Engineer

**Major project:**-Construction of New & R&M civil work 33/11 KV Sub- station(power plant) &110/11 KV switchyard (Patna circle,Muzaffarpur circle, Bhagalpur circle Bihar and Pondicherry Under MRF Tire Factory )

**Job description:**-Site inspection for civil construction work and ensure that is as per the project specification and issued for construction drawing final approved drawing from authorities.BOO preparation of civil work. Proper management of materials and workmanship. Ensure that all the works meets the stipulated quality standards. Co-ordinate with sub – contractor and other agencies involved for smooth flow of work. Constructions of control room building. Constructions of New Culvert drain R.C.C / Pipe and cable Trench. Constructions of New approach road for new sub –station R.C.C/ Bituminous Road. Timely Making bills and payment of contractor. Decision making and Time Management skill. Team handling &conflicts Resolution skill.

**Company:** - Hitesh Buildcon Private Limited.

**Period:**-May 2004 to May 2005

**Designation:**-Site Engineer

**Major project:**-Construction and designing of apartments in Patna (Bihar)

**Job description:**-Site inspection for civil construction work and ensure that is as per the project specification and issued for construction drawing final approved drawing from authorities.BOO preparation of civil work. Proper management of materials and workmanship. Ensure that all the works meets the stipulated quality standards. Co-ordinate with sub – contractor and other agencies involved for smooth flow of work. Timely Making bills of contractor.

## **Declaration**

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I hereby declare that all the information provided in this document is genuine and that if could be confirmed from the respective sources if required. Further documents could be produces on request.

Date :-

Place :-

(Shiv Kumar)

