

# **RESUME**

**Jyoti Ranjan Mohapatra**

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## **Career Objective :**

To work as Sales & Service Engineer with an Electrical, Electronics & Mechanical Equipment manufacturing company and exceed set performance standards for quality, production, and technological excellence.



## **Academic Details :**

- **B.TECH, 2011-2014, Electronics & Telecommunication Engg.**, Nigam Institute of Engg. & Tech., B.P.U.T., Odisha, **68.70%**.
- **Diploma, 2008-2011, Electronics and Telecommunication Engg.**, Koustuv School of Engg. S.C.T.E.&V.T., Odisha, **74.18%** with **Honours**.
- **10<sup>th</sup>**, Satsang High school ,B.S.E., Odisha, **71.86%**.

## **Summary of Skills:**

- Experience with injection moulding equipment, pneumatics, and hydraulics systems.
- Strong analytical, diagnosis, and problem solving skills.
- Ability to work with blueprints, schematic drawings, and illustrations.
- Excellent time management and organizational skills.
- Skilled in technical communication both in writing and verbal.
- Positive attitude and strong focus on customer satisfaction.
- Valid driving license with good driving record.

## **Work Experience:**

- Working as Drive Test Engineer at **CYIENT LTD.** Hyderabad From 2015-2017 .
  - Working as Sales & Service Engineer at **SERVICE SOLUTION , BUSINESS ASSOCIATE** of **MANATEC ELECTRONICS PVT. LTD.** Bhubaneswar, Odisha from 2017 to 2022 .
  - Currently Working as a Senior Sales and Service Engineer at **AVL INDIA PVT. LTD.**
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- Strong communication skills
  - Creating and implementing a sales plan
  - Meeting sales goals by monitoring progress
  - Analyzing sales data
  - Presentation skills
  - Management and leadership skills
  - Developing budgets
  - Mentoring and coaching sales reps
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- Install, inspect, and assemble equipment at client's site.
  - Monitor and ensure installed equipment are working in proper condition.
  - Adjust and troubleshoot problems in equipment for proper operation.
  - Interact with clients and their project managers and take feedback.
  - Select and work with appropriate tools and equipment.
  - Ensure safety norms are followed during installation and maintenance process.
  - Make minor and major adjustments in equipment.

## **Achievements:**

- In my school I got Prizes & Certificates in debates, quiz competitions.
- I was the member of school cricket team.

## **Hobbies :**

- Watching movies, listening music at free time, reading various science journals and novels.
- Playing and watching cricket & badminton.

## **Personal Details:**

Date of Birth : 25/06/1991

Marital status : Married

Sex : Male

Languages known : English, Oriya, Hindi

**Permanent Address :** C/O: Niranjan Mohapatra  
AT: Jagatpur  
PO: Jagatpur  
DIST: Cuttack  
ODISHA-754200

**Declaration:**

I do hereby declare that the above mentioned information is true to the best of my knowledge and belief.

**Odisha**

**Jyoti Ranjan Mohapatra**