

## SHUBHANSHU SINGH RATHORE

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### CAREER OBJECTIVE:-

Ability to work as part of a team to develop and implement systems, as well as troubleshoot and solve complex technical problems. Reasoning, analysis, and critical thinking. Strong computational skills. Good judgment.

### BASIC ACADEMIC CREDENTIALS:-

QUALIFICATIONS	BOARD/UNIVERSITY	YEAR	PERCENTAGE
B.Tech	Bundelkhand University, JHANSI	2011-2015	70
Intermediate	CBSE S.J.S. Public School	2011	70.2
High School	CBSE S.J.S. Public School	2009	80

### PROFILE SUMMARY:-

- B.Tech (Instrumentation Engineering) with experience of nearly 2.8 years in site operations, project planning and management, execution, Client satisfaction and Business relationship.
- Managed Project Engineering functions pertaining to all project operations, business development, project related managements, built up relationship and new business orientation for all locations.
- I'm a key member of the Business Development team that brought profitable business in this time period.
- Providing Technical assistance to team by Site Surveys, Lighting Designing, Technical Approvals, and Product Demo on site.
- Supporting entire team members including higher designators through the complete execution and on-boarding process.
- An effective communicator with excellent relationship management, interpersonal and negotiation skills.

### WORK EXPERIENCE:-

**June 2015 to Dec 31<sup>st</sup>, 2016 with NOVO Technologies, NOIDA as Manager – Project & Sales.**

#### ROLE:-

- Aligning meetings with architects, contractors and clients through cold calling, mails & site visit and winning their projects.
- Managing team and production planning for on-time delivery of material on site to maintain the relationship and trust.
- Executing projects by installation and commissioning of products under my supervision and providing on-site best solution for the issues for on-time executions.

- Working on various business and project activities such as-
- Building relations with on-site project managers/engineers for better functioning and future project co-ordination.
- Updating personal files and project status changes.
- Reviewing monthly performance review.

**Jan 4<sup>th</sup>, 2017 to Nov, 2017 with SERVOTECH POWER SYSTEMS LIMITED, NEW DELHI as a Sr. Sales Engineer – Technical Sales.**

**ROLE:-**

- Aligning meetings with architects, contractors and end customers through cold calling, mails & site visit and winning their projects.
- Managing team and production planning for on-time delivery of material on site to maintain the relationship and trust for future business.
- Executing projects by installing and commissioning of products under own supervision and providing on-site best solution for the issues for on-time executions.
- Working on various business and project activities such as- Old existing and new commercial buildings, residential apartments, industries and plants etc.
- Building relations with on-site project managers/engineers, End Customers for better functioning and future project co-ordination.
- Updating personal files and project status changes.
- Controlling and Planning the allotted market of LED Light fittings by generating business and providing solutions to the Project.
- Supporting Production and Design team for new LED (Semiconductor Material) Product generation as per the client requirement.

**Nov 2017 to Jan 3<sup>rd</sup>, 2019 with M/s SERVOTECH POWER SYSTEMS LIMITED, NEW DELHI, as Sr. Sales Engineer – Projects (Government Tenders)**

**ROLE:-**

- Key Member of the Team in Government Tenders like **M/s INDIAN OIL CORPORATION LIMITED (Bottling Plants, Terminals and Depots, Petrol Pumps etc.) ( AP & Telangana, Kerela, Tamil Nadu, Karnataka, UP, Punjab, J & K, and Delhi states )**, Central Government Offices like Shashtri Bhawan, Sewa Bhawan, Nirman Bhawan, etc. for Project Planning and Designing for Technical Support.
- ***Lighting Designing for LUX Calculations for Outdoor and Indoor locations using DIALux Evo and DIALux 1.3 to meet the technical requirements and Lighting Planning.***
- Site Surveys of the allotted Tender Locations and meetings with their Higher Authorities for the complete study of the project and requirements.
- On Site support for the better and smooth execution of the project until Site Handover.
- Preparation of Site Handover documents after the complete execution and follow-up for the balance payment.
- Vendor selection and finalization for outsourcing products like High Mast/Street Poles, Light fitting housing manufacturers.

**EXTRA in Servotech Power Systems Limited:-**

- ***Studied the application and Operation of Lithium Ferro Phosphate Batteries, MPPT Solar Charge Controller, BMS and also established network in China for Purchase.***

## **SOFTWARE SKILLS:-**

- DIALux 4.1/4.12/4.13 & DIALux Evo 7.1
- Google Sheet
- Google Drive

## **INDUSTRIAL TRAINING:-**

**4 weeks training program in INDIAN TELEPHONE INDUSTRIES LIMITED, RAEBARELI with the work assignment mentioned below-**

- G-PON TECHNOLOGY (Giga Bit Parity Optical Network is a new technology working to bring it in INDIA to increase the communication speed in Giga Bites per Second)
- BTS ( Base Transceiver Station is a system works for the wireless communication)
- SMT (Surface Mount Technology is a technology used to manufacture a complex PCB in less time by computer programming)
- SMPS (Switch Mode Power Supply)

## **MAJOR / MINOR PROJECTS UNDERTAKEN:-**

### **PROJECTS UNDERTAKEN IN NOVO TECHNOLOGIES:-**

- Bata Corporate Office, Gurgaon
- Prop-tiger, Gurgaon ( JLL, AVA Architects, Electro Consultants)
- Positive Moves, Gurgaon ( JLL, SWBI Architects, Electro Consultants)
- Samsung , Gurgaon (A-Works Architects, Korea)
- Dell , Bangalore ( DSP Consultants )
- UBER Hyderabad and Chennai ( DWP Interics )
- Zomato , Gurgaon ( Via Designs, Delhi)
- UBS, Mumbai, Pune ( Concept Architects Mumbai, AKC Consultants Mumbai)
- ANZ, Gurgaon ( CBRE, Concept Architects Mumbai, AKC Consultants Mumbai)
- Cognizant Technologies, Coimbatore ( Vector Projects- Mumbai)

And many more.

### **PROJECTS UNDERTAKEN IN SERVOTECH POWER SYSTEMS (In Corporate Sector):-**

- KRBL, Ghaziabad
- Bhushan Steel Ltd.
- Jindal Steel Ltd.
- Stellar Group Residential

### **PROJECTS UNDERTAKEN IN SERVOTECH POWER SYSTEMS (In Government Sector):-**

- IOCL A.P. & Telangana (TAPSO) – Bottling Plants (Cherlapalli, Thimmapur, Kondapalli, Kadapa and Vizag)
- IOCL U.P. (UPSO) – Bottling Plants ( Lucknow, Kanpur, Allahabad and Varanasi {Self Project})
- IOCL Delhi and Haryana (DSO) – Bottling Plants (Karnal, Tikri kalan, Gurugram and Delhi)
- IOCL Punjab and Jammu & Kashmir (PSO) – Terminals and Depots (Bathinda terminal, Sangrur Terminal, Jammu Depot and Srinagar Depot). Currently working for Ladakh Depot and Kargil Depot.

**MAJOR PROJECT (B.Tech):-**

- RF BASED WIRELESS OBSTACLE AVOIDING ROBOT (Robot with IR sensor which changes mode of Operation using Microcontroller while detecting any Obstacle).
- Fully automated *Washing Machine* in *Closed Loop System*.

**PERSONAL DOSSIER:-**

- Father's name: Mr. M.L. Rathore
- Mother's name: Mrs. Sushma Rathore
- Date of Birth: 15-Feb-1994
- Marital Status: Single
- Nationality: Indian
- Languages Known: Hindi, English

**STRENGTHS:-**

- Good representative and leadership.
- Quick Learning and decision making skills.
- Flexible and Adaptable according to environment.
- Positive attitude and good Communication skills.

**EXTRA-CURRICULAR ACTIVITIES:-**

- Won various awards in Table Tennis.
- Selected as Class Representative throughout B.Tech session.
- Participated as Co-coordinator in Training and Placement Cell in B.Tech
- Certified in Maths Olympiad at National level.
- Certified in Bhartiya Sanskrit Gyan Pariksha at National level.
- Lead and host various cultural and sports activities at College level.

**DECLARATION:-**

I hereby declare that the details furnished above are true to the best of any knowledge.

**NAME:** - Shubhanshu Singh Rathore

**DATE:-**

**PLACE:-** DELHI