

SURYANSH SINGH SOLANKI

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DOB: 3rd June -1988

PROFILE:

- I have a decent experience in Sales and Business development of more than 5 Years in Electrical, Electronics and Pressure Industries.
- I looked after complete north India for Business Development in Defense, Govt Sector Automobile Industries, Real State and many other reputed Manufacturing Industries.
- I fortunately got the experience of working very closely with world leaders Such as Schneider Electric, Honeywell, Elgi Sauer and Emerson.
- I have successfully handled the responsibility to meet and discuss the possibility of new business around the globe with global Partners in International conference meet 3 times in a career of 5 years.
- Assistant Manager- Sales- End User. Schneider Electric India Pvt. Limited since Dec-2016
- Manager- Business Development. Paskals Fluid Systems (P) LTD (Neometrix Group) October 2012 – Dec 2016
- Application Engineer. Neometrix Engineering (P) LTD from May 2012 to September 2012.

PROFESSIONAL EXPERIENCE

Schneider Electric India Pvt. Limited

Assistant Manager Sales- End User.

(December 2016-Present)

Schneider Electric India Pvt. Limited is 100% subsidiary of Schneider Electric Industries SAS, a global specialist in Energy Management.

Area of Exposure:

- Working in the **End User Team** gave me the chance to meet the Buyer Directly, which helped me in understanding his real need, both Technical and Commercial.
- Handling all activities pertaining to sales, business development of Low Voltage Switch gear **ACB, MCCB, Contactor, MCB** among big corporate, Industries, Government Bodies and Panel Builders.
- Identifying prospective clients, generating business from new Projects.

- Extending Pre sales and Post-sales support to the customer.
 - Marketing of Products among various customer bases through presentation and demonstrating by conducting seminars.
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PASKALS FLUID SYSTEMS P LTD, Noida

Manager Business Development-North India

(October 2012 – December 2016)

- Representing world leaders Honeywell, Elgi Sauer, Haskel, Tescom (Emerson Group), BUTECH in North India.
 - Have been personally dealing with companies like MARUTI SIZUKI INDIA LIMITED, ASHOK LEYLAND, TATA MOTORS, VOLVO, and other Automobile Companies.
 - Work experience in Pressure Industries in Gov. Sectors such as Indian Defense (Air force and Navy) has been into my Clients list along with Lab Centers like SSPL, LASTEC, NPL and National Institutes such as IITs, VIT, SHRIRAM INSTITUTE INDUSTRIAL RESEARCH – New Delhi, FLUID CONTROL RESEARCH INSTITUTE, ETC
 - Pressure Industries and their applications have been the core area of business.
 - Responsible for the overall sales performance in a designated geographical area.
 - Selling multiple products at various levels.
 - Attending Overseas Conferences and Meetings with our global partners.
 - Proactively targeting new client opportunities.
 - Making accurate monthly sales forecasts.
 - Organizing client seminars.
 - Building and maintaining a personal rapport with customers.
 - Negotiating prices as well as Terms and Conditions with the clients.
 - Having meetings with the sales team on regular basis.
 - Writing up timely and accurate sales forecasts and activity reports.
 - Working with an existing client base on upsells and renewals.
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Neometrix Engineering P LTD, Noida

Application Engineer

(May 2012 – September 2012)

- Neometrix is a complete engineering Solution Company which makes ground support Equipment for Defense.
 - Worked as an application engineer, gaining a good knowledge in the field of Engineering.
 - Demonstrating the good levels of controls and compliance adherence in the engineering process of system integration.
 - Handling client issues and grievances.
 - Initiating various sales campaign / promotions.
 - Expansion of internal and external relationships, and drive sales results.
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EDUCATIONAL CREDENTIALS

QUALIFICATION	SPECIALIZATION	INSTITUTE / UNIVERSITY	YEAR	% or CGPA
GRADUATION	B. Tech- Electronics and Communication	Jaipur National University	2012	53.6%
A.I.S.S.C.E (C.B.S.E)	Science (PCM)	Radhika Bal Vidya Mandir	2008	58%

EXTRACURRICULAR ACHIEVEMENTS

Extra-Curricular	1) Administrator, JNU Debate Club, Jaipur National University: 2011-12. 2) Group Head of Indian Patriotic Club: Jaipur National University 2009-2010.