



**Ajeet Gupta**

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*Ready to drive strong and sustainable financial gains through leveraging corporate potential, enhancing top-notch marketing solutions, innovative branding strategies.*

**Highlights from companies experience and internship industry**

- |  |   |
|--|---|
| *Ability to build relations with clients quickly | *Devise presentation & Training skills                      |
| *Market Research & Competitive Analysis          | *MCCB manufacturing knowledge                               |
| *Technical Sales Management, B2B, B2C            | *Sales forecast, Marketing tools<br>technical sales support |
| *Full scale sale cycle (enquiry to payment)      | * Production Operations activity                            |
| *Maintaining Oracle SAP figures for daily work   | *New Product Development & Launch                           |

**Professional Snapshot**

*A result oriented professional about 3.3 years of learning experience in Production ,planning ,Sales & Marketing knowledge in LV Switchgears, Cables & Wire, Solar Off-Grid and On-grid exposure.*



**Raksel Energy Solution, Kota**

**Internship Sales & Marketing 18<sup>th</sup> Dec 18 - 20th Jan 19**

- *Technical knowledge about **solar, automation & switchgear solutions products***
- *Determine site feasibility and design requirements with PVsyst ,structure engineering concepts*
- *Customer Relationship Management, identify potential customers*
- *Competitors analysis, price strategy, negotiation skills*
- *Prepare proposals, quotes, presentation for potential customer, strong communication skills.*
- *As per customer need suggest customized solution for their different need*
- *Familiar with Net-metering process flow*



**C&S Electric Ltd. Noida, Engineer Production**

**Sept 2016 to Dec 2018 2.3 Year**

*C&S is an MNC OEM company amongst the top 4 players in the switchgear business segment and a market leader in bus-bar business with more than 50% share in Indian market with 5000+ employees*

- *Ensure no line stop, maintain LOB reprocessing ultimately leading revenue maximization and closure of order.*
- *Managing a team of 120+ manpower in two shift ,lead development projects by training and guiding.*
- *Work study, Time study and Productivity improvement, BOM preparation.*
- *Auto CAD knowledge in Assembly procedures, ISO procedures, Safety procedures and assembly instruments and tools applicable for LV Switchgear products.*
- *Data capturing, consolidation, analysis for plan and improvements on regular basis. Prepare SOPs, & KAIZEN implementation, increase target by co-ordinations with Industrial Engineer.*
- *Conducting inspections and rework/ rejection analysis taking various types of tests to enhance productivity.*
- *Conduct trials, identify deviations & make relevant modifications to stabilize products.*
- *Monitor performance of team to ensure efficiency in process operations & meeting individual & group targets*
- *Familiar with financial models like PR generation, CAPEX and OPEX*

- Provide training to newly hire technicians, co-worker to avoid any error during process
- Go through testing process like Resistance ,Magnetic, Calibration and high voltage



**UKB Electronics Pvt. Ltd. Noida, Engineer Trainee**

**Sept 2015 to Sept 2016 1 Year**

- Manages a Production of Cable and Wire Manufacturing from 0.5sqmm up-to 4sqmm on CNC machines
- Co-ordinate with PPC and RM store team to review Daily Kit Performance.
- Resource planning for Weekly and Monthly plan achievement

### **Inventory Control-**

- Controlling inventory through Regular rejection analysis, perpetual inventory, JIT production plan .

### **Project role-**

- During Final year of B.tech project titled "**POWER TRANSFORMER PROTECTION USING MICRO-CONTROLLER BASED RELAY**"
- Make project on **Brand Equity and Media efficiency** of C&S Electric Ltd.



### **Academic Credentials**

- **MBA (Marketing Management) BVDU 2016-2018 Delhi, India with 63%**
- **Bachelor of Technology (Electrical-Engineering) from NIU, Gr. Noida, 2011-2015 INDIA with 65%**
- **Class XII NIC School (UP Board) in 2011 with 68%**
- **Class X Modern School (CBSE Board) in 2008 with 70%**

### **Significant Highlights:**

- Effective Speaking and Human Relations
- Enthusiastic, hard-working, with a capacity to learn fast
- Highly capable of managing multiple projects simultaneously
- Willing and able to effectively cross-train as needed

### **IT Skills**

- Oracle-E business
- MS- office/Ubuntu ,PV syst

### **Beyond Curriculum**

- Industrial visit in **THERMAL POWER STATION) Kota, Rajasthan 1150 Mw**

### **Personal Snippets**

Date of Birth	: 4 <sup>th</sup> September 1993
Languages	: English, Hindi
Marital Status	: Unmarried
Nationality	: Indian
Passport .	: Yes Valid Indian Republic passport

Date

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