

## SARWAN KUMAR TIWARI

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### BUSINESS DEVELOPMENT & PROCUREMENT PROFESSIONAL

*Client Relationship &Project Management*

Total Experience: 5.3years

**Current Designation (EXPO Machine Tools Pvt Ltd.):**

**Asst. Manager - Business Development**

- Automobile sector for tools & dies (PDC Dies- LPDC, HPDC, Rubber and Plastic Injection Molds and spare parts like Core, Cavity, Sliders and sub Inserts) manufacturing.
- Looking after complete PPC (Tools and Dies) & out-sourcing activities for metal procurement, steel job work, hot runners etc.
- Catering the DEFENCE & Non EDM sector for graphite electrodes, insulation boards, CFC, Carbon felts.
- Bidding in open and limited tenders for furnace hot zone repair and carbon related products.

### Areas of Expertise

Sales Cycle Management | New Business Development | Client Relations Management | Territory Management | Consulting Market Analysis | Needs Assessment | High-Impact Presentations | Strategic planning | Start Ups/Turnarounds | Project Management | Cold Calling & Prospecting | Vendor & Contract Negotiations | RMC Procurement.

**Software Skills:** DELCAM,NX(Unigraphics), AUTOCAD

### Major Marketing Links

Automotive Sector: -	Carbon Products Related		Appliances Sectors
	Vacuum Furnace	Other application	
Maruti Suzuki India Limited	SM Pulp	Jupiter Solar Power	Elin
HMSI	Ecocat	Asahi Glass	Dni-tech
KIPL	Laxmi Vacuum	Saint Gobin	Videocon
DENSO	Modern Metal	TAML - Tata R&D unit	Samsung India
Sumi Motherson	HHV	L&T	Sujata
Godrej Tooling	IGVT	C & S	
Gmax Tooling	Kalyani Thermo-plast		
Ahresty India Pvt. Ltd.	IAPHT		
Govt. Sector (Related to Carbon Products)-			
HAL	RCI-DCMM	ONGC	DRDO

## EXPERIENCE & ACCOMPLISHMENTS

**Manager-General Affairs, Vendor & Business Development  
EXPO Machine Tools Pvt Ltd. (EXPO Group Company)**

**October 2015 to Till Date**

### **Business Development: -**

- Directly dealing with major OEM companies of automobile sectors for Dies, molds and electrodes orders.
- Providing solution and after sales services to the major customer for maintaining healthy business relationships.
- Vendor Development.
- Coordinating with the suppliers and getting the quotation of exact materials required.
- Handling preparation of Price Comparisons and selection of vendor on the basis of cost, quality & capability of Vendor.
- Managing proper dispatch of Invoice to accounts and timely release of payments of vendors
- Develop new Clint's in Market.
- Negotiation with Customer.
- Manages an assigned geographic sales area or product line to maximize sales revenues and meet corporate objectives.
- Procurement of material considering three important factors QUALITY, DELIVERY & COST.
- Providing solution and after sales services to the major customer for maintaining healthy business relationships.
- Collaborates with M.D in establishing and recommending the most realistic sales goals for the company.
- Implements national sales programs by developing field sales action plans.
- Contributes to team effort by accomplishing related results as needed.
- Establishing, maintaining and expanding customer base.
- Servicing the needs of existing customers.
- Increasing business opportunities through various routes to market.
- Setting sales targets for individual reps and team as a whole.
- Resolve customer complaints regarding sales and service.
- Monitor customer preferences to determine focus of sales efforts.
- Determine price schedules and discount rates.
- Participated in International exhibition of PLAST VISION-Mumbai-2017.
- Participated in RENEWABLE ENERGY INDIA EXPO-Greater Noida -2017.
- Participated in International exhibition on Plastic Industries - PLAST ASIA -Delhi-2017.
- Participated in TAGMA(DIE &MOULD EXIBITION)-Banglore-2016

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### **Procurement & Vendor Development: -**

- Monitor and co-ordinate deliveries of items between Sub vendors and Customers.
- Negotiate for best package (in terms of quality, price, term, delivery and service) with suppliers and sub-contractors assigned.
- Purchase and issue order in accordance to specification.
- Plan and manage RM and cutting tools as per new orders.
- Coordinate with suppliers to ensure on-time delivery.
- Identify potential vendors for new/existing parts by floating RFQs, referrals etc.
- Based on the feedback of the vendors, accordingly arrange for audit of the new vendor through team and Quality department & coordination for approval through the process of one or all steps: -
  - Sample Insert dimension verification
  - Validation of quality performance testing
  - Manufacturing process capacity & capability

**R-Biopharam Neugen Pvt. Ltd.(Germany)-North Region****Business Development Executive- (Sales & Service - Engineer) May 2014 to September 2015****Highlights**

- Managing front counter, retail and wholesale business, enhancing sales through emails and telephonic conversation with customers, preparing quotation and follow up and competitive price quoting for wholesale customer.
- Ensures the high level of quality service is provided to internal and outside dealership customers.
- Proficient at dealing with customers, troubleshooting and resolving service issues.
- Calculating client quotations.
- Develop new Clint's in Market.
- Making technical presentations and demonstrating how a service will meet client needs
- Capable of multitasking while maintaining quality standards .
- Extensive communications and organizational skills.
- Adept at quickly identifying problems with various parts.

**SKH Metals Pvt Ltd.- Manesar,Haryana****Production Engineer (Technical - Engineer)****June 2012 to April 2014****COMPANY PROFILE**

SKH METALS is a joint venture of MARUTI SUZUKI INDIA LTD & KRISHNA MARUTI LTD (KML) Group. It is a leading & growing manufacturer of sheet metal parts such as Fuel Tank, Frame Suspension Assembly, Arm Suspension Assembly, Axle Housing & inner sheet metal body parts assembly for OEM such as Maruti Suzuki India Ltd., Volkswagen.

Company Certified by ISO14001 & TS16949.

**RESPONSIBILITIES**

- Ensure proper execution and meeting targets as per daily production plan.
- Ability to understand Customer design requirements and convert to customer part satisfaction.
- Preparing management information reports & process check sheet to ensure progress in the department.
- Planning day to day production to achieve maximum production.
- Utilization of manpower accurately & Supervising hourly production.
- Handling skilled manpower and administration of shop floor.
- Analysis of daily tool consumption and generation of production reports.
- Ensured proper housekeeping and coordinating with workers.
- Simultaneously working towards productivity and quality improvement through Kaizen activities.
- Responsible for suggestion and Kaizen activities.
- Preserving discipline according to safety rules.
- Daily Implementation of safety audits, 5'S .
- A good working knowledge of Quality issue problem Solving with 7-QC,TQM .
- Checking machines daily basis on POKE YOKE, FMEA.

**CERTIFICATIONS & TRAINING**

- Two weeks implant training in diesel locomotive works (DLW), Varanasi during December 2008 to January 2009.
- A Three weeks implant training in NTPC, Badarpur, New Delhi during June 2010.

**Academic Project Experience & Participated in Formula Racing Car (SAE 2008-10)****PROJECT-ELECTRIC CAR AND TRI CYCLE VEHICLE**

- Implementation
  - All Types of Housing (Like check ,Gear, chasis,frame are molded) , Motor Housing( 2HP dc motors),Battery(4\*12 V) & Tyres are Used.
  - The project is towards the manufacturing of automobile lab

### CO CURRICULAR ACTIVITY

- Coordinator in AARUSH 2010 a technical fest in 4'th year at SRM University.
- Participated in Shastra 2010 a national level fest on conducted by IIT Madras.
- Coordinator in SAEINDIA 2008 student convention in SRM UNIVERSITY.
- Committee member in Maintenance in AARUSH 2008 a technical fest in 3'Th year at SRM University.
- Committee member & MAD For CAD Technical fest in Internal publicity at AARUSH 2009 a technical fest in 3'th year at SRM University.
- Participated in various debates activities and was applause by number of prizes.

### EDUCATION

- B.Tech (Regular) School of mechanical ( Automobile) from SRM University , Chennai
- Higher Secondary From BAIC College (U.P.).
- Secondary from NBH/SCHOOL(Bihar).

### TECHNICAL SKILL

- M S-Word, Excel ,Power point, Internet.
- AUTO CAD-2D(2012).
- CATIA v5 R20.
- Pro-ENGINEER5.0

### STRENGTHS

- Having a attuned professionalism towards work, ignoring work pressure and strains.
- Analytic mind with lots of optimism, patience, self-driven, team player & soft spoken.

### PERSONAL VITAE

Father Name            Shiv Shankar Tiwari  
Date of Birth:         28<sup>th</sup> February, 1989  
Languages Known:   English and Hindi  
Marital Status:       Married  
Permanent Address: Vill-Masarhi,Po.-Deohalia, Dist.-Bhabua (Bihar)-821110

### DECLARATION

I hereby solemnly declare that all the information given above is true as per my knowledge & belief.

Date:

(Sarwan kumar)