

PRIYANSHU AGRAWAL

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Professional Summary:

Motivated Sales Professional with 4.11 years experience in Schneider Electric. I am currently working as Sr. Sales Engineer-OEM Segment

Highlights:

- Goal Driven
- Good in networking
- Active listening
- Competition Mapping
- OEM application specific product offering
- Achieved 6 Cr Orders in H2-2017 in OEM
- Achieved 16 Cr Orders in 2018 in OEM

WORK EXPERIENCE

➤ Sr. Engineer in **Schneider Electric**, Gurgaon/Bangalore Jan 2015- Present

❖ Working as Sr. Sales Engineer in OEM Sales, Gurgaon Aug 2017 – Present

Roles and Responsibilities:

- Customer Segment: Machine OEMs, Power OEMs & Control Panel Builders.
- Product: LV Switchgear to OEM Segment in Delhi NCR Region
- New product approval to increase share with existing OEM accounts.
- Accounts conversion through product presentation, design optimization, relationship building etc.

❖ Worked as Sales Engineer in Modernization Sales team, Gurgaon July 2016-June 2017

Roles and Responsibilities:

- Responsible for IBMS Solution Sales in Delhi-NCR Region for Retrofit, Expansion projects.
- Solution designing, solution presentation.
- Networking with customers different team

- Networked with internal teams for lead generation.
- Involved in price negotiation with vendors, clients and internal team to win orders.
- Secured 8 MINR of IBMS Solution Orders in H2, 2016.

❖ Worked as Pre-Sales Engineer in Modernization Sales team, Bangalore Jan 2015-June 2016

Roles and Responsibilities:

- Responsible for Design and Estimation of IBMS Solutions for Bangalore and Hyderabad region.
- Developed long relationship with clients for repeat orders.
- Involved in price negotiation with vendors, clients and internal management to win orders.
- Supported and secured 1.2 Cr of solution orders from Retail, IT, Financial, FMCG sectors in H1,2016.
- Supported and Secured 70 Lacs of solution sales orders from companies in IT, FMCG, Financial firms in 2015.
- Involved in preparing and executing migration strategy of existing BMS customers from TAC Vista to SBO.
- SPOC for BMS migration (All India) from TAC Vista to SBO.
- Conducted cold calls with existing BMS customers of all regions for promoting new BMS solution.
- Received SBO Sales certification.
- Graduated from Engineer Trainee to Engineer Grade in March 2015.

➤ Graduate Engineer Trainee in **Schneider Electric**, Bangalore July 2014-Dec 2014
Recruited as GET in 2014 through Campus Selection.

❖ Worked in Project Management team: Aug 2014-Dec 2014

Project: EMS (Energy Monitoring System) implementation at 70 sites of Future Group.

Roles and Responsibilities:

- EMS (Energy Monitoring System) Installation at 70 sites across India of Future Group.
- Organized review meetings with internal teams on weekly basis.

➤ Placement Coordinator, 2014 Batch at PEC University of Technology Aug 2013–April 2014

Roles and Responsibilities:

- Managed on campus recruitment process for a batch of 400+ students.
- Worked with 40 recruiters for facilitating recruitment process (including execution and hospitality)

- Intern at INMAS,DRDO,Delhi Feb 2013–June 2013

Project: Design and development of Polarising sensor for NMR active xenon nuclei

Roles and Responsibilities:

- Developed RF coils for NMR signal detection using Vector Network Analyser

EDUCATION-B.E. ELECTRICAL

Graduated in June 2014 from PEC University of Technology,Chandigarh

CGPA 7.86/10

SCHOLASTIC ACHIEVEMENTS

- Secured AIEEE RANK-6136(Top 1% All India) in 2010.
- Received Certificate of Appreciation for Placement representative in Training and Placement Office in 2013-14.

Languages known: English, Hindi

I hereby declare that the above mentioned information is best of my knowledge