

RESUME



Name : Ranjani Ramachandran

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Present Address: 003, Kajal Darshan, near St. Thomas School,
Vijaynagar, Kalyan (East).
Pin code: - 421306

WORK EXPIRIENCE:

G M MODULAR PVT. LTD., ANDHERI, MUMBAI

Company Profile: G M Modular Pvt Ltd is into manufacturing and selling of modular switches and other accessories along with wires, MCCBs, MCBs, LED Lights.

NOV 2016- Till Date : SALES EXECUTIVE

Job Profile: The responsibilities are as follows:

- Incharge of the display showroom at Lohar Chawl
- Complete technical know-how of all products manufactured by G M Modular
- Training new executives about the products
- Architect or Customer visit as per requirement
- Converting enquiries to orders

VERITEK ENGINEERING PVT. LTD., MAHAPE, NAVI MUMBAI

Company Profile: Veritek Engineering is a leading manufacturer of electrical and electronic equipments like Digital panel Meters, Current transformers, Protection relays, Earth Leakage relays.

AUG 2014-FEB 2016 : MARKETING ENGINEER AND TECHNICAL SUPPORT

Job Profile: The responsibilities are as follows:

- Complete know-how of application of the above equipments.
- Ability to develop business relationships with Customers in electrical Industry. Specialized in building relation with customers abroad.
- Ability to Plan and Lead project management.
- Preparation of price list of new products as well as revision of price list Preparation of quotations, filling vendor registration forms
- Complete study of new products
- Preparation of technical file for CE.
- Extra-ordinary technical writing skills which includes preparation of Datasheets, Operating Instructions and write-up for Magazines.
- Development of completely new dynamic website Skilled in negotiating with vendors and clients.
- Conduction of exhibitions both domestic and international.
- Ability to create Videos, Brochures, Mailers, newsletters for Marketing Products.
- Complete training of sales engineers from technical know-how to commercial terms. Arranging seminars and meetings with new clients.

FEB 2016-OCT 2016: TECHNICAL DEVELOPMENT EXECUTIVE

Job Profile: The responsibilities are as follows:

- Conducted complete ELECRAMA-2016 exhibition from booking to stall erection and other requirements
- Digital Marketing by putting up products on websites such as Amazon, Industry kart, Industry Buying as well as social media promotions such as LinkedIn, Facebook, twitter etc.
- Worked on a complete know-how of product(animation)
- New Product development research
- Development of e-commerce website

BASIC ACADEMIC CREDENTIALS:

Examination	Board/University	Institute	Year	Percentage
B. E. Electrical	Mumbai	A. C. Patil College of Engineering. Kharghar, Navi Mumbai.	2010-14	65.04
H.S.C	Maharashtra State Board	R. K. Talreja College of Arts, Science and Commerce, Ulhasnagar	2009-10	86
S.S.C	Maharashtra State Board	Holy Cross Convent School, Kalyan	2007-08	87.84

INTERNSHIP PROGRAM:

Company name	Training	Duration
MSETCL Maharashtra State Electricity Transmission Co. Ltd. Kalwa, MSETCL, Airoli, Navi Mumbai.	Vocational training at EHV Construction Circle.	One week
EMU Car shed, Central Railway, Kurla.	Implant Training at EMU Car Shed	One week

FINAL YEAR PROJECT DETAILS:

Project on **Medium Voltage Circuit Breaker Simulator** under **Switchboard department**,
Siemens India Pvt. Ltd., Kalwa

EXTRA CURRICULAR ACTIVITIES:

- Member of Correspondence Committee of EESA for the academic year 2012-13.
- Event organizer in Departmental Technical Fest Vidyut 2012.
- Voluntary Participation in various Departmental events in the year 2013-14.
- Member of Creative Committee for College Technical Fest Vectors-13.
- Member of Creative Committee for College Cultural Fest Rythms-13.

ACHIEVEMENTS:

- Won prizes in speech, elocution, singing and Dance Competition at School Level.
- Won 2nd Prize in essay competition conducted in College in the year 2010.
- Won 2nd Prize in Appetizer held in the year 2011.
- Runner-up in bluff master game show at SAGACITY-11, Vivekananda College.
- Self Published a book of stories

INTERPERSONAL SKILLS:

- Good Communication Skills.
- Good convincing power.
- Confident, focused and thirsty for knowledge.
- Inter mingle with new people instantly.

PERSONAL MEMORANDA:

Name: Ranjani Ramachandran

Address: 003, Kajal Darshan CHS, Nr. St. Thomas School,
Vijaynagar, Kalyan (E). Pin: 421306

Gender: Female

Nationality: Indian

Languages Known: English, Hindi, Marathi, Tamil, and Malayalam

Hobbies: Reading, Writing Articles, Poems, short stories

DECLARATION:

I hereby declare that the above information is true to best of my knowledge.

Ranjani Ramachandran