

## CURRICULUM – VITAE



### **SHAILESH KUMAR PANDEY**

ADDRESS : v+p – Dayachhapra baria ballia ,Dist- ballia, U.P.

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#### ***Career Objective***

Looking for an entry into a highly professional organization with challenging and complete Environment Where I can use my knowledge base as well as personal attributes to achieve organizational goals in INDUSTRIAL EQUIPMENT MANUFACTURING COMPANY

#### ***Academic Qualification***

- ❖ High School from UP Board with science stream in year2007 with 73.66%.
- ❖ Intermediate from UP Board with PCM grouping year2009 with 70.2%.

#### ***Professional Qualification***

- ❖ **MBA** from **SIKKIM MANIPAL UNIVERSITY, MANIPAL** with exposure to “Marketing management” in 2016.
- ❖ **B. Tech** from **D.S. INSTITUTE OF TECHNOLOGY, Ghaziabad** with exposure to “mechanical Engineering” with 67.34% in 2013 which is affiliated to **G.B.T.U. LUCKNOW, Uttar Pradesh, Lucknow.**

#### ***Software Exposure:***

- ❖ A good knowledge of Auto Cad
- ❖ A good knowledge of MS OFFICE
- ❖ A good knowledge of N X 7.5
- ❖ N X – Essentials for N X Designers

#### ***Training Experience***

- ❖ 6 weeks summer training in Siemens industry software (India) Ltd.
- ❖ 2 days Auto Cad workshop by CETPA info tech Ltd.

- ❖ Visited NSIC plant on collage industrial visit.

### ***Working Experience***

❖ **COMPANY: - PERFECT ENGINEERS Pvt. Ltd**  
Ghaziabad.

**ROLE: - SITE QUALITY ENGINEER.**

**RESPONSIBILITY:-**

- Observance of safety requirements.
- Job review of subordinate staff
- Checking materials and work in progress for compliance with the specified requirements
- Liaising with company or project purchasing department to ensure that purchase orders adequately define the specified requirements

**DURATION: - From 16/07/2012 to 20/01/2013**

❖ **COMPANY : - METRO MOULDING INDUSTRIES,**  
perra garhi, Delhi.

**ROLE : - Quality Control Inspector.**

**RESPONSIBILITY:-**

- Visualization during production
- Mainating daily test reports.
- Performing all tests & procedure on safety products .
- Improving quality of products by inspection on all stages of production process

**DURATION: - working from 27/01/2013 to 13/7/2013**

❖ **COMPANY : - METRO MOULDING INDUSTRIES,**  
perra garhi, Delhi.

**ROLE : - Sales & marketing engineer**

**RESPONSIBILITY:-**

- Sales & marketing of industrial safety products like helmets, safety belts loaders, jackets road safety like nets, safety cone, road bumpers ,

- -recognize and uncover opportunities where sales cycle is short, propose solutions, and coordinate them to completion.
- Overcome objections by understanding the customer requirements and promoting the value of our products with confidence.
- Tendering for govt. clients, c form collections, payment chasing , follow-up of quotation

**DURATION: - working from 13/07/2013 to 13/12/2014**

❖ **COMPANY: - VARAT PUMP & MACHINERY PVT.LTD,**  
Kolkata west bengal

**ROLE: - Sr. Marketing Engineer(Technical)**

**RESPONSIBILITY:-**

- Registrations with end customer & get approvals.
- Technical interaction & discussion with clients mostly govt. clients like ALL PETROLIUM, OIL, POWER,STELL COAL & MINES,CONTRACTORS ,DELARS
- Tendering & quoting ,payment chasing ,follow-up, c form collection
- Visiting clients on monthly basis, vender meets ,clients meet.
- Handling Dealer & consultants in region.
- Attend to Client Enquires and understand their requirement
- Prepare Techno-commercial Offers based on Enquires of Clients
- Follow-up Clients and Explain Technical specification
- Visit Client and Examine Client's Current establishment and suggest solutions and generate business
- Promote company through Online B2B portals and other Online Tools.
- Develop own techniques for Marketing and Generating Enquires.

**DURATION: - Working from 15/06/2015 and continue**

### ***Hobbies***

- Interaction with people, playing cricket.

**Personal Profile**

<b>Name</b>	:	<b>SHAILESH KUMAR PANDEY</b>
<b>Father's Name</b>	:	<b>MR. H K PANDEY</b>
<b>Date of Birth</b>	:	<b>03/071993</b>
<b>Nationality</b>	:	<b>Indian</b>
<b>Religion</b>	:	<b>Hindu</b>
<b>Sex</b>	:	<b>Male</b>
<b>Marital Status</b>	:	<b>Unmarried</b>
<b>Languages Known</b>	:	<b>Hindi &amp; English</b>
<b>Permanent address</b>	:	<b>v+p – Dayachhapra baria ballia ,Dist- ballia, U.P.</b>

**Declaration**

I hear by declare that the information furnished above is true to the best of my knowledge and brief.

**Date:**

**Place: kolkata**

**SHAILESH KUMAR PANDEY**