

Rakesh Kumar

B-Tech (Mechanical Engineering)

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CAREER VISION

With three years of professional experience in the field of online sales and services of mechanical equipments, online monitoring of work flow and testing of mechanical equipments. I always prefer to work in dynamic and challenging environment where I can unleash my talent as well as learn new things for sustainability and proper growth of organization.

WORKING EXPERIENCE

Imperial Society of Innovative Engineers (ISIE INDIA), Noida, UP, India

Oct, 2016-Oct, 2018

Business Development Executive

- Responsible for creating a network of professional contacts that consistently resulted in solid referrals.
- Build credibility and maintain communication with corporate and participants at multiple levels.
- Creating and maintaining a list/database of prospect participants.
- To organize events and preparing Daily/Weekly/Bi-weekly/Monthly report for tracking business growth.
- Developed and submit business proposals, led team to pursue opportunities, and managed capture efforts.
- Maintaining short- and long-term business development plans.

Industrykart.com: Online Industrial Goods, Noida, UP, India

Jan, 2016-Sept, 2016

Category Manager

- Foster trust relationships with vendors to achieve better pricing and quality of services
- To resolve customer complaints, respond efficiently to customer inquiries and maintain high customer satisfaction.
- Analyze data or insights to determine industry and consumer trends
- To launch the product on website.
- Devise long-term development strategies for product categories
- Develop exit strategies for unsuccessful products
- Place appropriate orders to ensure product availability that meets consumer demands

Industrykart.com: Online Industrial Goods, Noida, UP, India

Aug, 2015-Dec, 2015

Applications Engineer

- Develop understanding of product line.
- Make necessary engineering calculations to support product selection/recommendation.
- Assumes the primary technical relationship with the customer.
- Provides input to product feature enhancements and process improvements.
- Supports R&D engineering in translating customer's needs into a formulated product.

CERTIFIED TRAINING COURSES

- Completed the course of certification in CATIA from Next Generation Technology (2 months from Oct,2016-Dec,2016) Professional learning of sketching, part, modeling, assembly, threading, sheet metal.
- Online certification courses from NPTEL(National Programme on Technology Enhanced Learning) on Aircraft Designs.

SKILLS

Software packages : Autocad, PRO-E, Creo, CNC, Excel, Photoshop Software knowledge

Computer languages : SQL

Languages known : English (S/R/W), Hindi (S/R/W), Tamil (S)

Area(s) of interest : Design of Machine Components, Data Analysis, Thermodynamics, Thermal Engineering.

EDUCATIONAL QUALIFICATIONS

Education	Institution	CGPA / Percentage	Year
B.Tech (Mechanical)	Lovely Professional University, Jalandhar, Punjab, India	7.65 CGPA	2015
Diploma (Mechanical)	Coimbatore Institution of Technology Sandwich Polytechnic College, Coimbatore, Tamilnadu, India	80.96%	2012
HSC (Tenth class)	Government Higher Secondary School, Tezu, Arunachal Pradesh, India	67.8%	2009

PROJECTS UNDERTAKEN

- Project title : Water Leakage Detecting and Clamping Device (Diploma Project)
Supervisor : Mr. S.Kaarmukhilan
Description : Learned to detect leakage in pipe and application of different sensor (proximity and alarm sensor) for checking the leakage in pipe system. An efficient system was designed to detect and rectify the leakage in water supply and drainage pipes.
- Project title : Pneumatic Punching machine With Counting System (B-Tech Project)
Supervisor : Mr. Sudhanshu Dogra
Description : Learned to make the hole in sheet by using Compressed Air. Pneumatic actuators controlled energy to the punch, so the Operator needs to provide only modest effort regardless of conditions. Pneumatic Punching machine helps to make hole in various size by changing tool.

INTERNSHIP

- Organization : Netking Industries- (Jalandhar, Punjab, India) during June 17 - July 17, 2014
- Description : Learned about the production and manufacturing of gun metal (G.M)/cast iron (C.I), valves and cocks, pipe fittings and allied items, about different machines used in the industry.

EXTRA CURRICULAR ACTIVITIES

- Associated with National Service Scheme (Lovely Professional University, Jalandhar) in 2013.
- Participated in Athletics (Long Jump, shot-put) event held in CIT, Coimbatore during 15-25 Sept. 2011.
- Participated in Coimbatore Institution of Technology, Coimbatore MINI MARATHON on 29-03-2011.

AWARDS

- Second place in Football, Inter College Event, held in CIT Coimbatore (2011)
- Third place in Long jump, Inter College Event, held in CIT Coimbatore (2011)
- Third place in Shot-put, Inter College Event, held in CIT Coimbatore (2011)

PERSONAL DETAILS

- Father's Name : Mr. Ram Vinay Panjiar
- Mother's Name : Smt. Radhika Devi
- Date of Birth : 30-01-1994
- Gender : Male
- Hobbies : Listening music, playing football, Internet surfing & Solving Sudoku.

I declare that, all the above written information is true to the best of my knowledge and belief.

Date:

Rakesh Kumar