

## Dhirendra Nath

Email Id: [dhirendra.nath@yahoo.com](mailto:dhirendra.nath@yahoo.com)

Cell phone: +91-9456625615

POSTAL ADDRESS:

H.No. 184 – D, Sai City Raipur, IIM Road

Lucknow - 226020 U.P. (INDIA)

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### ::: Objective:

I always would like to utilize my technical & innovative skills as well as a positive approach which will lead me to success in any deal.

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### ::: Work Experience:

#### 1. Sales & Service Engineer at SCIENTIFIC & ANALYTICAL INSTRUMENTS, NEW DELHI October 2016 to Present

Scientific & Analytical Instruments (SAI)" based at Okhla Industrial Area Delhi & provides complete vacuum solutions (Sales & Services) to our customers.

SAI manufactures Vacuum Systems, Helium leak detection systems, Gauge calibration systems, Vacuum components etc at their own facility. SAI represents many products from reputed Indian & International companies in India. Such as,

- 1) Telemark USA for Electron Beam Gun, Deposition Controller, Ion Guns, Polycold etc.
- 2) Rite Track Inc. Ohio USA for Wafer Carrier Inspection System, Coater & Developer System, SVG Track System, Chemical & Waste Cabinets.
- 3) Elettrorava Italy for High End Vacuum Deposition Systems like Sputtering/Electron Beam Gun/PECVD/ In Assisted Coating Units.
- 4) ALICAT SCIENTIFIC INC. USA for Mass Flow Controllers, Pressure Controllers ( North India )
- 5) Wonder Engineered Material China for Sputtering Targets and Evaporation Materials.
- 6) Apex Instruments, Kolkata for Spin Coating Units.

#### Responsibilities:

- In-house service of international brand vacuum pumps (Leybold Vacuum, Edwards Vacuum, Pfeiffer Vacuum, Busch Vacuum, Lawrence & Mayo etc.).
  - On-site service support, as well as pre & post sales customer support.
  - Helium leak detection services at customer sites.
  - Manufacturing of Vacuum Systems & Components.
  - Achieving Sales from new products & spares.
  - Managing OEMs & focusing on new network expansion.
  - Develop & maintain business for the territory.
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## **2. Customer Support at PFEIFFER VACUUM (INDIA) PVT. LTD.**

**September 2013 to August 2016**

Pfeiffer Vacuum (India) Pvt Ltd. is a 100% subsidiary company of Pfeiffer Vacuum GmbH with headquarters in Asslar, Germany. The purpose of company is to develop, manufacture and market vacuum pumps, measurement equipment, Mass spectrometers, helium leak detectors, vacuum components and systems.

### **Responsibilities:**

- As a customer support engineer for speedy resolution & grievances to maximize client satisfaction levels.
- Application study and provide optimum solution for their relevant requirements.
- On-site service support, as well as pre & post sales customer support.
- Achieving Sales & Collection Targets from responsible territory.
- Managing channel partners & focusing on new network expansion.
- Develop & maintain business for the territory.

### **Major Customers in Territory –**

- Transformer Industries  
BHEL Jhansi, Alstom GE T&D Naini, Crompton Greaves Limited Malanpur
- Lighting Industries  
Crompton Greaves Electricals Limited Baddi, Surya Roshni Malanpur, Havells Nimrana, Phoenix Lamps Noida, Halonix Noida, Hella India Lighting Ltd. Derabassi
- R&Ds  
IITs – Kanpur, Delhi, Roorkee, Varanasi, Mandi, Jodhpur, Patna, Ropar & other CSIR/ Defence/ Central Universities/ Private Institutions.
- Other Industries  
Indosolar Noida, Moserbaer Noida, Oerlikon Balzers Coating India Pvt. Ltd., Maruti Suzuki Gurgaon & many more.

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## **3. Manager – Sales & Service at VEE-KON INSTRUMENTS LLP, New Delhi (INDIA)**

**May 2011 to August 2013**

One of the reputed company based in New Delhi (India) to providing services for mainly thin films coating systems in Indian Research Dev, R & D, Defence and other Government organizations. VEE-KON Instruments LLP is also authorized channel Partner of **MILMAN THIN FILMS SYSTEMS PVT. LTD, PUNE (INDIA).**

### **Responsibilities:**

- Maintaining excellent relations with customers to generate avenues for further business.
  - Ensuring speedy resolution of queries & grievances to maximize client satisfaction levels.
  - Installations & Service of the equipment at the site.
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#### **4. Engineer – Sales & Service at MACWIN INDIA, New Delhi (INDIA)**

**August 2010 to April 2011**

MACWIN INDIA is a vendor and servicing company for MEMS Lab.

Macwin India deals with numbers of International Company, such as RISE Singapore, TGP USA, VST Israel, STA France, ZETA Instruments USA etc and it provides services in India for Indian Institute of Technologies, Defence laboratories, Universities, R&D etc.

##### **Responsibilities:**

- Monitoring competitor activities and devise effective counter measures.
  - Maintaining excellent relations with customers to generate avenues for further business.
  - Providing customer service in order to increase client satisfaction, programme growth & new product introductions.
  - On-site installations & Service.
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#### **Summer Training at Research Designs & Standards Organization (RDSO), Lucknow (INDIA)**

**June 29, 2009 to July 24, 2009**

RDSO is the R&D organization of Indian Railways, involves in Research & Development and quality control at Indian railway.

My participation was in Optical Fibre Cable, Advanced Equipments for Train Traffic Control, Digital Exchange & Rail net System and Wireless data communication & Instrumentation.

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#### **College Project at UIET Kanpur**

**April 2010**

1. **Autonomous Sound Detecting Robot** based upon the AVR Family Micro-controller IC Atmega-32L.

**April 2009**

2. **Biometric attendance machine** based on access control system, used as time Attendance machine and door lock machine.
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1. GPS based smart & intelligent train tracking system i.e. **Satellite Imaging for Rail Navigation (SIMRAN)** with IIT Kanpur (Department of Computer Science).

2. **Programmable Logic Controller** usage in automation, overview of machine.

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**:::Educational Details: :**

CLASS	BOARD/UNIV	YEAR	PERCENTAGE
M.Sc. Electronics	UIET, C.S.J.M.U., Kanpur	2008-2010	56.75
B.Sc. Electronics	M.J.P.R.U., Bareilly	2005-2008	55.26
12 <sup>th</sup>	C.B.S.E	2004-2005	60.40
10 <sup>th</sup>	C.B.S.E	2003-2004	64.20

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**::: Computer Skills:**

**Operating Systems-** Windows 98, Windows 2000, Windows XP, Windows Vista, Windows 7, Linux Basic.

**Application Software-** Microsoft Office, Internet etc.

**Programming Language-** HTML, C, C++, FORTRAN, Visual Basic and Microprocessor 8085.

**Database Systems-** Oracle, DBMS.

**Miscellaneous-** PC Hardware, Systems Analysis and Design.

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**::: Knowledge About:**

- Practical use of vacuum technology practices
  - Industrial usage of vacuum technology
  - Heavy electrical equipment
  - Sales – Technical Products
  - Semiconductor
  - Project Management
  - Programmable Logic Control
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### **::: Strength & Skills:**

- Team work
  - Ability of smart working
  - Dedicated to work
  - Willing to travel up to 70-80%
  - Willing to able relocate anywhere.
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### **::: Hobbies:**

- Traveling
  - Listening Music
  - Reading
  - Playing cricket
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### **::: Personal Details:**

<b>Name</b>	Dhirendra Nath
<b>Date of Birth</b>	5 <sup>th</sup> APRIL 1988
<b>Father's Name</b>	Mr. Som Nath
<b>Mother's Name</b>	Smt. Sona Shri
<b>Gender</b>	Male
<b>Marital Status</b>	Unmarried

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### **::: Declaration:**

I declare that the information given above is true to the best of my knowledge & belief.

Date: 10-May-2017

Place: INDIA

(Dhirendra Nath)