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| Sourav Kumar Mandal  9th Aug 1992, Pune | |  |  | | --- | --- | | Address | Flat no-13, Durvankur Tanish, Ambegaon Pathar | |  | Pune, India | | Mobile | 9579486356 | | E-mail | [mandal.sourav@outlook.com](mailto:mandal.sourav@outlook.com) | |

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| **Mechanical Engineer with more than 1 year3months as marketing engineer, both technically focused and customer oriented, I am looking for a career that is both challenging and reward.** |

**EMPLOYMENT DETAILS**

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| Western Heat & Forge Pvt. Ltd.,Pune  (formerly Western India Forgings Pvt. Ltd.)  Job Title: Marketing Engineer | 08th Dec 15 to current |

* Market Information - Strategic & Technical. Identifying potential customers.
* Effectively Managing new development projects in co-ordination with various departments and ensure timely execution.
* Cost estimation for components in open die forgings.
* Effective communication with customer to ensure the current business & lay path for the future business opportunities.
* RFQ responses. Follow-ups of customer after quotation for getting the purchase order.
* Customer visits for finalizing quotation and pending issues and preparing MOM**.**
* New business development and create leads.
* Preparation of Annual /Quarterly /Monthly and weekly Order Booking Plan.
* Tracking components of urgent requirement and dispatch it in stipulated time.
* Understanding the drawings for open die forgings and quoting most competitive rates according to cycle time conversion.
* Acknowledgement of Purchase order receipt and make it entry to ERP system.
* Create leads in CRM Zoho.

**INDUSTRIAL TRAINING**

* 1 month training at “Hindustan copper limited”, Moubhandar, Ghatsila, India from “June 2013 to July 2013

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| **PROJECT**:  **Vapor absorption refrigeration system**   * Title- “**Parametric analysis and installation of vapor absorption refrigeration system**” under the guidance of Mr. A.K. Sahoo “Head of Mechanical Engineering Department”, TAT, Bhubaneswar. |

* **Synopsis-** Introduction, Literature survey, Refrigerant, Process description, Optimization of process variables, Thermodynamic feasibility, Efficiency, Energy requirement, Process equipment design, Cost estimation.

* An absorption refrigerator is a [refrigerator](https://en.wikipedia.org/wiki/Refrigerator) that uses a heat source (e.g., [solar](https://en.wikipedia.org/wiki/Solar_thermal_energy) energy, a fossil-fueled flame, waste heat from factories, or [district heating](https://en.wikipedia.org/wiki/District_heating) systems) to provide the energy needed to drive the cooling process

**ACADEMIC BACKGROUND**

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| Graduate- Mechanical Engineering(B.Tech)- 61.5% | Biju Patnaik university of Technology | Year completed:2015 |
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| HSE- Science | Seemanta Mahavidyalaya | Year completed:2010 |
| Senior Secondary Education(CBSE) | S.N.S.Vidya Mandir | Year Completed:2008 |

**OTHER QUALIFICATION / ACHIEVEMENTS / CERTIFICATIONS**

* AutoCAD course in soft cad world.
* Drumming from trinity guildhall.
* Won first prize in intercollege volley ball competition**.**

**PROFESSIONAL DEVELOPMENT**

* Microsoft Office,
* CRM Zoho,
* AutoCAD,
* ERP

**STRENGTH**

* Quick learner.
* Comprehensive problem solving abilities
* Good verbal and written communication skills.
* Polite.
* Self-motivator.

**LANGUAGES KNOWN**:

English, Hindi, Bengali

**Marital Status-**

Unmarried

**PERMANENT ADDRESS**

Station Road, Dhalbhumgarh

Vill- kokpara Narsingarh

Dist.-East Singhbhum,

Jamshedpur, Jharkhand

Pin-832302