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| C:\Users\shrivallabh\Desktop\shri pic1.jpg  **Shrivallabh Rasam**  **Present Address:**  **#704,Shree Sai Krupa CHS, Patel Nagar, M.G.Cross Road-4,**  **Kandivali-West,**  **Mumbai-400 067.**  **Contact Details:**  **Mobile (1) : +91-9004372185**  **Mobile (2) : +91-9869250990**  **Email : shrivallabhrasam@gmail**.**com**  **Technical Skills:**   * **Proficient in Software like** * AutoCAD, solid works, Catia   from CADD CENTER, Borivali   * ERP * MS-Excel, MS-Word,   MS-Power Point**,** Photo Shop  **Strengths:**   * **Quick Grasping** * **Optimistic** * **Willingness to take responsibilities** * **Smart Worker** * **Dedicated** * **Effective Communicator** * **Loyal**   **Personal Dossier:**  **Father Name:** Mr. Vijay A.Rasam  **Date of Birth:** 11th July,1986  **Sex:** Male  **Hobbies:** Playing & Watching Cricket,  Driving a car, Watching Discovery turbo.  **Marital Status:** Married  **Nationality:** Indian  **Languages:** English, Hindi, Marathi, Guajarati. | ***Career Objective:***  A qualified MBA (Marketing) & B.E. (Mechanical) having experience of more than 6 years intend to build a challenging and growth oriented career with a leading corporate in a hi-tech environment with committed and dedicated people,where I can utilize my skills and knowledge efficiently for organizational growth.  ***Education:***   |  |  |  |  | | --- | --- | --- | --- | | MBA MARKETING | Institute of Technology and Management, Mumbai | **2015** | **70%** | | B.E. MECHANICAL | Konkan Gyanpeeth college of engineering, Mumbai | **2010** | **65.48%** | | HSC | Patkar College, Mumbai | **2004** | **61%** | | SSC | Dr. T.R. Naravane Vidyalaya, Mumbai | **2002** | **83.60%** |   ***Experience:***  ***EVEREST KANTO CYLINDER LIMITED(Sales Engineer)***  ***May 2017-present***   * **selling of CNG onboard & cascade cylinders as per ISO as well as IS standard.** * **Sending quotations& Performa invoice to customers .** * **Follow up for purchase order and payment .**      * **Cold calling for new customers and regular follow up of existing customer need.**      * **Maintaining MIS report of customers on monthly basis.** * **Coordinating with plant about availability of cylinders and as per availability dispatch confirmation is given to customers.** * **Achieving monthly targets .**   **BLISS ENTERPRISES (Authorized Dealer of KIRLOSKAR) Sales Engineer**  ***Feb 2016 - April2017.***  **Mumbai**   * **Selling Centrifugal pumps, Diesel Generators.** * **Making quotations and send it to customers.** * **Frequently visit customers as well as new customers to increase business.** * **Generating healthy relationship with customers.** * **Provide knowledge about new products to customers.**   **Eirich India Pvt. Ltd. Assistant Engineer**  ***May 2011 - Jan 2016***  **Mumbai**   * **Vendor Selection, Vendor Development and Continuous Assessment to create alternate source of work, based on resources such as time, men without hampering the quality.** * **Negotiating job work rates with vendors.** * **Process / Component Inspection at vendor’s end to ensure adherence to high German quality standards.** * **Responsible for Planning and Scheduling of all Sub contract activities.** * **Interacting and Controlling all Sub contract activities ensuring on time delivery of components.** * **Close interaction with Planning, Production, and Sales Department in doing the Make or Buy decisions.** * **As a Core Team member of the ERP Implementation team at Eirich, responsible for suggesting changes for customization and implementing ERP in the Sub-contracts dept.**     **Western Consolidated Pvt. Ltd Trainee Engineer**  **Dec 2010 - May 2011**  **Daman**   * **Maintain the Quality of the products.** * **Inspection of all incoming, outgoing and online process equipments as per drawings.** |