**Shree GANESH g. NAYAK**

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**Objectives**

Given my technical liking combined with experience involving both on-the-job experience and informal training with experienced professionals, I would like to be part of an organization which provides a dynamic work environment, where I can utilize my experience and potential in various activities ranging from Product development, Sales, Product launch Events and Evaluating Information to Determine Compliance with Standards. I see a fast-paced and ambitious company as an ideal environment for my profile

**Experience**

**Dec 2014 – Present – Textile Incorporation Services**

**Sr. Sales Executive- Trading and Institutional sales**

* Created new Vendors and manage timely supply of material.
* Collected advances, payments and outstanding.
* Created new customers and maintained relationship with existing ones.

**Mar 2014 - Nov 2014- Hindustan Composites Limited**

**Sr. Sales Officer- OEM Institutional Sales**

***Business Development***

* + Developed Parking Brakes Electromagnetic Brake Pads & Clutches were manufactured for Industrial application such as Fork Lifts & Elevators.
  + Developed & started supplies of Brake Shoe liners for HCV/LCV application to Tier 1 Brake & Axle Manufacturers.

***Institutional Sales***

* + Increased business volume with clients with research of the Automobile industry market.
  + Proactively conducted opportunity analysis by keeping abreast of market trends and competitor moves to achieve market-share metrics.
  + Responsible for selling the organization’s Aftermarket products by interacting with customers, developing new prospects and maintaining existing accounts.
  + Prepared the monthly sales plan and allocate customer wise distribution in line with available production capacity.
  + Periodically maintained track of competitor activities and provided braking data on regular basis for strategy planning to R&D.

***Customer Complaints***

* + Optimized the Brakes & Clutch facings supplied to our Tier 1 customers in term of Lifecycle & Effectiveness w.r.t Coefficient of Friction, Recovery & Fade Rate.
  + Conducted Failure Mode Analysis, thus reducing the number of customer complaints.
  + Restructured the In-house ERP System so as help reduce the response time of the Product Delivery to our customers from the respective Plants.

**July 2012-Jan 2014 – Tata AIG Ltd Company**

**Claims Analyst/ Investigator/ Examiner**

***Theft Claims***

* + Working & Identification of Genuine & Fraudulent Claims
  + Catering the needs of Customer Effectively with pro active & time bound approach in order to meet the Compliance & Guidelines provided by the IRDA & Customer Satisfaction.
  + Hard File management & periodic follow-up with perseverance of Insured, Investigator, Police, Financier & Workshops.

***Own Damage Motor/Home Claims***

* + Make appropriate decisions in Repair Vs Replacement Decisions. Inspection of vehicle & Re-inspection of Salvage.
  + Creating Self Awareness of market practices & sharing them.
  + Identifying scope of ambiguous claims in relevance to policy terms & conditions
  + Achieving & Maintaining TAT, hereby reducing escalations & grievance
  + Maintaining and updating the entire system.

**January 2011- Dec 2011- How Cad Works**

***CAD / CAE Trainer***

* + Conducted Lectures at RGIT on the interfaces like sketcher, solid modeling, surface modeling, Utilizing wireframe & surface design along with generative shape design, transformation feature
  + Designed an All-Terrain Vehicle for SAE National Event & used the prototype to manifest in real time world.

**Education**

* **First Class M.H.S.S.C.O.E**
* *(B.E Automobile-Mumbai University)*
* **First Class Dr. Antonio D’Silva High School**
* *(H.S.C ,Scooter & Motor Cycle Maintenance)*
* **First Class Bombay Scottish School** *(I.C.S.E)*

**Skills**

**Profit & Loss Assessment**

* Customer Communication & Analyzing Data or Information.
* Inductive & Deductive Reasoning, Estimation Techniques using LIFO/FILO.
* Marketing & Strategic Planning, Demand Forecasting, SRM & Market Analysis.

**Engineering Skills**

* Vehicle Dynamics & Testing.
* Shop Practices & Production Process.
* Autotronics & Collision Theory.
* Strength of Materials, Design of Machine Elements.
* Failure Mode Analysis & Technical Competence.

**Administrative Abilities**

* Scheduling Work and Activities.
* Inspecting Equipment, Structures, or Material.
* MIS Generation, Maintain records, reports, or files.

**Soft Skills**

* Establishing/Maintaining Customer & ARG Relation.
* Resolving Conflicts & Negotiating with Customers.
* Communication with Supervisors & Subordinates.
* Logical Reasoning & Oral Expression.

**Computer Proficiency**

* Catia, Pro E, Solidworks & Ansys
* Microsoft Office(Excel, Power Point & Word)
* Presentation Skills, Prezi

**Achievements**

**BAJA SAE Business plan**

NATRAX/NATRIP , Indore

Designed a Business plan for Building & Assembling 2000 ATV in a year with Break even in 11 months & Gross profit above 10 CRORES in 5 years resulting in 4th position among 108 participating teams.

**Society of Automobile Engineers Chairman, Organizer / Event Head**

Organizer / Event Head of AUTOMOTIVATION 2012.Presented a Technical Paper on Kinesthetic & Impact to human body in course of a collision. Participated & Promoted Sae International events like FSAE, BAJA & SUPRA. Arranged workshops on Motorcycle servicing, maintenance and troubleshooting in liaison with Spark Motion.

**Seminars & Conferences**

**TATA Motors Auto-Estimatics training**

TATA Motors, Pune

2 Weeks intensive training on Auto & Material Damage analysis, including Loss assessment estimation, Study of time & motion & various assemblies/ sub-assemblies manufacturing process.

**SAE VIRTUAL MINI BAJA**

NATRAX/NATRIP, Indore

Participated & Competed among 247 teams all over the country with a challenging project that involved design, engineering, planning, manufacturing and marketing of the ATV

**Monsoon Gulf Rally**

Mumbai-Uran Hills

Participated with a species of moto-maniacs to have some off-road fun & to savor the 40.5km mud and slush competition. Primary agenda of the event was to raise awareness about motorsports & safety harness among riders.

**Introduction to Insurance**

HRD Voltas , Mumbai

1 week Brief training on Insurance & Market Practice.

**Miscellaneous**

**Nationality**

Indian

**Address**

A-1203 , Kohinoor Towers , Opp D.G Ruparel College , Balgovinddas Road , Dadar(W) , Mumbai - 400028

**Political View**

Libertarian

**Likes**

Reading, Traveling, Food, Adventure Sports, Motor Sports

**Interests**

Metaphysics, Meditation, Modern & Contemporary Dance, Painting & Sculpture.

**Languages known**

English, Hindi, Konkani, Marathi.