**SHUBHAM GOYAL**

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| **OBJECTIVE** |

To obtain a position with a professional work driven environment where I can utilize and apply my knowledge, skills which would enable me as an Engineer to grow, while fulfilling organizational goals.

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| **PROFESSIONAL EXPERIENCE** |

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| Organization | SRB International Pvt. Ltd., Noida ([www.srbgroup.in](http://www.srbgroup.in)) | |
| Profile | Company deals in Project Consultancy & Represents of Russia/ CIS, Chinese & European Principals who are Original Equipment Manufacturers (OEM) cum technology providers of the Equipment’s & Processes basically in the spectrum of Mining, Metallurgy, Oil & Gas, Railway. | |
| Designation | | **Duration** |
| Senior Business Development Executive | | July 2017 – Present |

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| **ROLES & RESPONSIBILITES** |

* Marketing of OEM’s products & Raw Materials in Metallurgical, Iron & Steel and Defense sectors for PSU’s.
* Work in a globally distributed team environment, liaising with on-site teams and customers.
* Identify and Develop relationship with new client, implementing new business opportunities with the customers & OEM and sending them to quotation & other requirements.
* Relationship management with strategic customers (Project Developers, Utilities).
* Research and analyze key economic factors that may influence market activity within specific niche markets or geographic areas.
* Preparing & arranging the Bids along with all required documentation for Techno-commercial business.
* Visit to every month for marketing, tender submission, Pre-Bid meetings, Price-negotiation meeting and courtesy meeting with our principal’s delegates.
* Provide subject matter expertise and competency leadership within the Sales team for business development and sales capabilities.
* Ensuring smooth co-ordination with indenting dept. and corresponding with suppliers on scope of supply and specifications.
* Tracking of incoming Projects/Tenders from sites, press or personal awareness and updating new project information to management.
* Any supporting activities required for growth of the business segment & organization as may be required.

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| **EXPERIENCE** |

* **Eurokash Engineers & Consultants, New Delhi**

**Assistant Manager - Business Development; November, 2014 – March, 2017**

* To provide the best techno-commercial support to customers and business partners for all type of bidding process.
* Marketing of OEM’s products for Mining, Oil & Gas sectors in PSU like ONGC, EIL, HPCL, BPCL, IOCL, IGL & other private companies.
* New Vendor Development for the existing products.
* Registration of vendors with govt. & private agencies on their procurement & SRM portal.
* Coordinating with principal companies & customers for pending orders, new order, project milestones, payment, & nominating agent etc.
* Attend seminars & exhibition for giving presentation and finding new companies for future business relationship.

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| **ACADEMIC QUALIFICATION** |

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| **Qualification** | **Name of the Institute** | **University / Board** | **Year** |
| **B. Tech**  **(Automobile)** | Arya College of Engineering & IT, Jaipur | Rajasthan Technical University (RTU), Kota | 2010-14 |
| **Class XII** | Vandana Bal VN Sr. Sec. School, Baran | Board of Secondary Education, Rajasthan | 2009 |
| **Class X** | Central Academy Sr. Sec. School, Baran | Board of Secondary Education, Rajasthan | 2007 |

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| **KEY SKILLS** |

* Tendering & Procurement for Metallurgy, Oil & Gas Segment
* Online & Offline Bidding, Cost Estimation
* Techno-Commercial Documentation
* Pre- Bid Queries & TQ/CQ Response
* Price Bid Opening & Price Negotiation & Reverse Auction
* Market awareness & Segmentation
* Import-Export, Marketing Sales, Revenue Generation
* Vendor / Supplier Management , Registration
* Business Development and analysis
* New Product Development
* Forecasting & Laisioning with Officials
* Client Retention, Building and managing strong relationships with client
* Data & File Maintaining
* Good team leader as well as a follower
* Critical problem solving and quick decision maker

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| **CERTIFICATIONS** |

* AutoCAD-2009
* CATIA – V5 R20
* CNC Machine Interfacing with CAM

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| **STRENGTH** |

* An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities.
* Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers.

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| **PERSONAL DETAILS** |

Date of Birth : 5th Nov.1992

Father’s Name : Mr. Mukesh Kumar Goyal

Marital Status : Single

Address : Panchwati Colony, Baran (Raj.) - 325205

Language Known : English, Hindi

Date:  **SHUBHAM GOYAL**