

TARUN GULATI

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Ambitious and analytical business professional with over 4.5 years of experience and extensive knowledge of business process and workflow ideas

EXPERIENCE:

Inter Solar Systems Pvt. Ltd. – Business Development Manager (Full-time)

January 2020 – Present

- Prepare sales forecasts and strategies to help the company meet its revenue, profit, and market share goals.
- Launch and implement origination initiatives, including the formation of Channel Partners, in one or more defined regions; identify, filter, engage and cultivate relationships in support of the origination strategy.
- Maintaining and managing customer database, developing internet marketing campaigns, and identifying new company prospects.
- To build effective, strategic decisions, provide market intelligence and offer successful solutions while also applying quantitative abilities.
- Selection of a vendor based on their credentials and capabilities.

Inter Solar Systems Pvt. Ltd. – Business Development Associate (Full-time)

April 2017 – December 2019

- Aggressively generate new referrals by developing commercial strategies and conducting market analysis.
- Adding value to customer interactions by presenting proposals and delivering technical presentations explaining product strengths.
- Participating in relevant industry events in order to interact with industry participants and build new business.
- Hosting private and public webinars to establish relationships with key stakeholders in the energy industry.
- Conduct proactive site visits and coordinate with the design team to prepare engineering layouts.
- Effective cross-departmental communication to put agreed-upon growth strategies into action.

Wilson Industries Chandigarh – Quality Engineer (Full-time)

July 2016 – March 2017

- Examining and testing materials, equipment, processes, and products to ensure they conform to the quality standards
- Collaborating with operations managers on the development and implementation of controls and advancements.
- Ensuring compliance with safety guidelines in workflows, processes, and products.
- Researching and addressing product or production difficulties.
- Identifying and implementing corrective actions, solutions, and enhancements.

Forge [INDIA] Pvt. Ltd. – Summer Internship

January 2016 – June 2016

- As a process engineer intern, inspecting the bearing manufacturing line to maximize productivity and quality.

- Optimizing the flange line of the plant using lean manufacturing technique of Value Stream Mapping(VSM)
- Improving overall yield by examining the manufacturing line layout.

EDUCATION:

Chandigarh College of Engineering and Technology, PANJAB UNIVERSITY
 Bachelor of Engineering (B.E.) – Mechanical Engineering – CGPA 8.29
 August 2012 – June 2016

- Honored as one of the top students for producing excellent performance and given a scholarship in the first year
- Organized technical events and quiz at college cultural fest (APRATIM 2015)
- Participated actively in the Automobile Club in order to enable hands-on learning in the automotive industry.
- Served as the department head for our college's student council

SKILLS:

- Proficient in SOLIDWORKS, AUTO-DESK and PRO-E
- Fundamental knowledge of the Python programming language and SQL
- Project Management skills
- Critical thinking and Analytical approach
- Advanced problem-solving abilities

AWARDS AND ACIEVEMENTS:

- Awarded EMPLOYEE OF THE MONTH eight times in three years for generating the highest revenue and maintaining a high conversion rate.
- Received SALES ENGINEER OF THE YEAR 2019 award for demonstrating professional achievement in the field of technical sales.
- Recognized for establishing new digital processes in a variety of verticals.
- Awarded a gold medal for ranking first in CLASS X (2010).

VOLUNTEER EXPERIENCE:

- Active member of ROTARACT CLUB CHANDIGARH HIMALAYAN – As a member, we arrange a variety of social events such as blood donation camps, self-awareness seminars, visits to orphanages and hospitals, tree-planting campaigns, and health camps, among others.
- Active member of AAGAZ WELFARE SOCIETY - The goal of this society is to work toward individual empowerment. It provides education and skills to society in order to cultivate a positive attitude toward life.

