

# KASHYAP TRIVEDI



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## Objective

To be associated with a firm, that provides career development Opportunities and contributes in its progress through my knowledge and skill.

## Education

### **BACHELOR OF ENGINEERING | 2007 - 2011 | SVIT- VASAD (GUJARAT UNIVERSITY)**

- Major: Instrumentation and control engineering
- Related coursework: Industrial Training for Automation at “Neo Creative Vision Technologies Pvt. Ltd”

### **SSC & HSC | 2007 | SARDAR PATEL AND SWAMIVIVEKANAND HIGH SCHOOL**

- Secondary School Certificate: GSEB - 2005
- Higher secondary School Certificate: GSHEB - 2007

## Skills & Abilities

### **MANAGEMENT**

- Responsible for managing interaction between an organization and its customers.
- Recording and maintaining client contact data
- Preparing reports for head office
- Solving client problems
- Offering after sales support services

### **SALES**

- New Clients developments, Cold calls and meeting with potential clients
- Business development for Automation Projects based on PLC-SCADA, PLC-HMI, and customizable solution
- Business Development for Energy Management System (Water, Air, Gas, Electricity, Steam)
- Understanding customer's requirement and give best techno-commercial solution
- Negotiating and closing sales by agreeing terms and conditions
- Supporting marketing by attending trade shows, conferences and other marketing events
- Making technical presentations and demonstrating how a product will meet client needs
- Analyzing cost and sales

### **LEADERSHIP**

- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts
- Providing training and producing support material for the sales team

**INDUSTRY COVERAGE:**

- Pharmaceutical Industries
- Chemical Industries
- Pesticide Industries
- Food and Beverages Industries
- Automotive
- Power Generation

**PORTFOLIO HANDLING:**

- Automation and Instrumentation (PLC, SCADA, HMI, Drives)
- Energy Management System
- Building Management System
- IOT and IIOT Solutions
- Fire Detection Solutions
- Electrical Low Voltage Solutions
- BTU Meters and Energy Meters
- Industrial Software solutions

## Experience – Total 8 years

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### **SALES MANAGER | VIJAY TRANSTECH PVT LTD | NOVEMBER 2017 – TILL DATE**

- ✓ Business development for IBMS and ELV Solutions, BTU (Energy Meters)
- ✓ Energy Management System
- ✓ Environ Management System
- ✓ Targeting clients in Pharmaceuticals, Chemical, Pesticides, Automotive, in Entire Gujarat Region.
- ✓ Cold Calling, Sales Calls, Inquiry Generation, Techno-Commercial Discussion, Negotiation and Order closing, Payment Collection etc

### **SR. BUSINESS CONSULTANT – ENERGY MANGEMENT SYSTEM | SSM INFOTECH SOLUTIONS PVT LTD | SEPTEMBER 2016 – NOVEMBER 2017**

- ✓ Business development for Energy Management System, Utility Management System, ABT System
- ✓ Gathering client's requirement, Pre sales activities.
- ✓ SAP Integration **for SPECIFIC ENERGY CONSUMPTION** Reports
- ✓ Solar Monitoring – Turnkey Solution along with Wonderware SCADA
- ✓ Energy Management System (Water, Air, Gas, Electricity, Steam) – Technical discussion with clients, Site Survey for Energy Meters Installation and Utility, System Architecture as per requirement, Software Licensing (X-Force – EMS Software) based on number of devices Installed.
- ✓ Wireless and IOT Solutions based on Requirement
- ✓ Business development for Automation solution based on Schneider Electric Automation platform, Rockwell Automation Platform and other customizable solution.

**Location: Surat**

**Assign Territory: All over India**

### **TECHNICAL SALES ENGINEER | OPTIMIZED SOLUTIONS PVT LTD | JUNE 2014 – SEPTEMBER 2016**

- ✓ Business development for Schneider Electric Automation Platform
- ✓ Gathering client's requirement
- ✓ Techno-commercial discussion with clients
- ✓ Automation – PLC Selection, SCADA Tag Selection, System Architecture as per client requirement
- ✓ Solar Monitoring Solution – Understanding the requirement, Solar SCADA Tag selection, IO Counts, System Architecture based on requirements, BOM for ITC Panel for ITC Room, Modbus to Ethernet Gateways, LIU, Patch cords, RS-485 Cable, Ethernet CAT-6 Cable, and Fiber Optic Cable.
- ✓ Energy Management System (Water, Air, Gas, Electricity, Steam) – Technical discussion with clients, Site Survey for Energy Meters Installation and Utility, System Architecture as per requirement, Software Licensing (Schneider Electric – PME) based on devices.
- ✓ Solar Rooftop Solutions- Technical discussion, ROI Calculation Site survey, Commercial discussion.

**Office Location: Ahmedabad**

**Assign Territory: Gujarat**

## PROJECT ENGINEER| CESS AUTOMATION | JULY 2011 – MAY 2014

- PLC- HMI-Drives Programming of Delta Automation Platform
- Servo drives installation for Pharmaceuticals, Textile and Plastic machines
- Project installation and commissioning
- Operation and Maintenance of Instrumentation and Control Panels

### Office Location: Ahmedabad

#### PERSONAL DETAILS

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<b>Name</b>	Kashyap Bhaskarbhai Trivedi
<b>Date of Birth</b>	13 <sup>th</sup> September 1990
<b>Permanent Address</b>	39, Shivam Society, Bhaduat Nagar, Rajeshwari Road, Maninagar, Ahmedabad-380008
<b>Working Address</b>	24, Asopalav – 2, Canal Road, Near kamrej Char Rasta, Kamrej, Surat- 394180
<b>Current City</b>	Surat
<b>Nationality</b>	Indian
<b>Religion</b>	Hindu
<b>Marital status</b>	Married
<b>Languages known</b>	English, Gujarati, and Hindi
<b>Contact No</b>	8469392160
<b>Hobbies</b>	Watching Movies, Horse Ridding, Driving, Internet Surfing, Swimming