# CURRICULUM VITAE

**VIVEK KUMAR RAI**

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**Mobile No-+91-** 9711660671



**Career Objective**

I am looking forward to a career in an organization where I can satisfy my desire to continuously refine my skills and thereby excel while delivering for the organisation.



**Work Experience**

Products handled

Field Intruments, (Temperature transmitter, Flowmeters, Pressure transmeters, Radar Level Transmitters ,)

Measurement Products:- IR and Optical Pyrometers, refractometers, Moisture measurement systems, Thermocouple and Rtds , Vibration sensors, shell scanners.

Maintanace Products:- Ultrasonic sound detector , Vibration meter, Thermal Imagers.

CCTV

Industries Served

Cement, Power, Metals, Pharmas, Chemicals & fertilizers, Sugarers ,papers, Railways, Ordinanace ,Glass and Automobiles.

 Four years experience as sales engineer in industrial products .(Very good contacts in industries in which I am serving)

 1/5/2018–Present  Sales Engineer for instrumentation, measurement and maintenance products used in Industries

Earth tekniks private LTD

 Developing market through making new customers, generating new enquiries,and new applications.

 To coordinate with customer about their requirements and sending them proper quotation on time.

 Prompt action on customer complaint,

 Managing the entire commercial marketing activities and for exhibition events,

 Determining requirements related with products,

 Preparing statistical and sales report to HOD and management,

 Proper co - ordianation with account department, production department, dispatch department and production planning,

 Conducted direct marketing survey across such as MP state to find out the market view for the company to make development plan and sales growth,

 To collect PO from customer and to ensure that delivery should be done on time.

 01/03/16- 31-4-2018

 Sales engineer for Instumentation , measuring and maintanance products

Toshniwal Industries PVT Limited

 Developing market through making new customers, generating new enquiries,and new applications.

 To coordinate with customer about their requirements and sending them proper quotation on time.

 Prompt action on customer complaint,

 Managing the entire commercial marketing activities and for exhibition events,

 Determining requirements related with products,

 Preparing statistical and sales report to BDM and management,

 Proper co - ordianation with account department and dispatch department ,

 Conducted direct marketing survey across such as Delhi NCR state to find out the market view for the company to make development plan and sales growth,

 To collect PO from customer and to ensure that delivery should be done on time.

 **Leader of Student Committee during Senior Secondary.**

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| **Education qualification** |
|  **Btech From Electronics & Communication in year 2012 from Shobhasaria Engg. College**   **senior Secondary From N.E Railway School ,Gorakhpur, In year 2008,**   **High School From N.E Railway School in year 2006** |
| **Extracurricular Activities** |
|  **Participated in the National Service Scheme at college level(NSS).**   **Won the Gold Medal In Badminton at the college level.**   **Certified with A+ grade in Debate & recitation Competition at School Level.**   **Certified with A+ grade in Drama Competition at School Level.** |

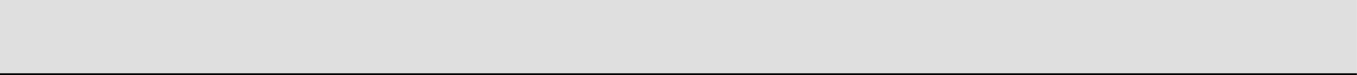


**Hobbies and Interests**

 Playing Cricket

 Playing Football

 Travelling



**Personal Details**

 Father’s Name **:** Mr. Kamlesh Kumar Rai

 Date of Birth : 9-Dec-1989

 Gender : Male

 Religion : Hindu

 Nationality : Indian

 Marital Status : Married

 Language known : English ,Hindi,

 Hometown : Gorakhpur (UP)



**Declaration**

I, hereby declare that the above information holds true up to best of my knowledge and can be verified if needed.

Place:- New Delhi

Date:- 7 –NOV-2020 Vivek kumar rai