SANDEEP RANA

**9779833750**  **& - SANDEEPRANA05@GMAIL.COM**

.

# **Summary**

# An operations professional with over 7yrs of experience in manufacturing industry and development in the field of automobile & manufacturing field to care co- ordination & as well as look into Quality.

* Instantly making significant contribution to the company direction.
* A proven communicator with customer oriented skills coupled with administrative knowledge and ability to “think customer”.
* A team player who enjoys making a difference – success driven.
* Good analytical ability, ability to multi task.
* Action and result oriented.

# **Career Objective:**

To pursue a career in the field of service industry and information system in an organization this provides a challenging work environment and allows me to grow both professionally and as an individual.

**Academic Qualification:**

* **MBA (In Marketing)** From Regional Institute Of Management & Technology Mandi Gobind Garh
* **M.sc (In Math)** from H.P.U Shimla
* **B.sc (Non-Medical)** from H.P.U Shimla
* Passed 12th from HPB Dharamshala
* Graduate from HPB Dharamshala

**Professional Qualification:**

* A result oriented professional with 7 years of rich experience in (OEM MARKETING) manufacturing industry.
* Currently working with M/s Dawn Motors Pvt. Ltd as an OEM MANAGER
* Improve efficiencies not only for marketing but also sales & service process for cost competitiveness
* Achievement of sales budget
* Updation of cost sheet based on order
* Maintain and update documentation as per requirement of management system to be implemented

# **Work Experiences:**

* **M/s Dawn Motor Pvt ltd. Since Nov. 2009 to 20th June 2016**
* ***Designation:* Assistant Manager *in OEM***
* ***Company Profile:***

Dawn is well known group among O.E.M.s for its commitment to cater engineering excellence in manufacturing & development of Tractor & Motor part component. Dawn Motors Pvt. Ltd. Basically a leading manufacturer of Forks, Bushes, Levers, Cranks, Jaws, Ram Cylinder Arm etc. We have 4 units in India. Catering to Indian market like TATA Motors, VE Commercial Vehicle, Tafe Motors & Tractor Limited, ESCORTS, Mahindra & Mahindra, SAME Deutz Fahr India Pvt. Ltd, International Tractors Ltd.Gear shifting Fork is the component that has brought a unique existence of Dawn in the field of Tractors parts. Through it is a tough to manufacture category component yet Dawn has won self-certification from Eicher Motors Ltd as ‘FORKMAN’.

* **Core Competencies:**
* Provide greater value for money and enhance customer experience in all transaction with customers*.*
* Concentrate on developing relationship with customers rather than making individual quick sales.
* Developing customers focus throught the organization to sustain customer loyality.
* To increase the customer satisfaction revenue and business efficiency by building strong relationship with entire oragnisation.
* To organized weekly meeting with production department for availability of items to reduce the freight relate issues.

**Industrial Trainings:**

* Two months Training in **METRO TYRE PVT. LTD. Ludhiana.**

**Key Skills:**

* Mentored and trained associates in customer related and organizational quality processes
* Acted as first point of contact for addressing and resolving customer queries and issues.
* Good communication skills, congenial attitude and good team spirit.
* Strong determination , dedication & will power
* Good time management skills and leadership abilities
* Zeal to work no matter how adverse the conditions are.

**Linguistic Proficiency:**

* English
* Hindi

***Here I declare that all the information mentioned above is true & valid as per best of my knowledge.***

***PERSONAL DETAILS:***

**Date of Birth : 5th August1983**

**Gender : Male**

**Marital Status : Married**

# **Father’s Name : Mr Des Raj Rana**

# **Mother’s Name : Mrs. Sanjeevna Rana**

***Permanent Address :* Village- Burwala, P.o & Teh.- Khundian, Distt.- Kangra Himachal Pradesh Pin Code 176030.**

*Date: Sandeep Rana*