

**PERSONAL**

Indian
Married
Born 24th June 1985
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CURRENT ADDRESS

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PROFILE

A dynamic and energetic Techno-commercial professional with a total 14 years of experience, who is polished and professional in both appearance, personal interaction and all communications.

- Presently associated with **Airbornics Defence & Space Pvt Ltd (A JCBL Group Company) as Manager – Technical & Business Development (Tender & Bid)**.
- Strong Technical, Business Development & sales support engineering experience.
- Effective communicator with exceptional management skills with the ability to relate to people at any level of business and management.
- Well networked with Central & State government officials & several vendors across India. Adept in developing long-term partnerships with suppliers, managing day-to-day supplier performance to ensure meeting of service, cost, delivery and quality norms.
- Demonstrated strength in creating winning bids, planning, controlling & executing the project.
- Possess outstanding presentation, communication, and convincing skills.
- Ability to negotiate business contracts with customers.
- Skilled in identify and encasing on business opportunities.
- Project Costing & Execution ability.
- Expertise in Mechanical design, Manufacturing & Project execution.
- Good knowledge of AutoCAD, Solid works, Hydraulic systems like hydraulic jack, cylinders, power packs and machines.

SKILLS

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|---------------------------------------|--|
| • Vendor & Channel Management | • AutoCAD, Solidworks, GD & T |
| • Business Planning and Strategy | • Strong Analytical & Cost Optimization skills |
| • Business Development | • Costing & Budgeting |
| • Sales Resource Planning | • Cross Functional Team Management |
| • Tender tracking & securing the same | • Proposal writing & Documentation |
| • Government & Private Tender | • RFP, RFQ, RFI & Bidding Management |

WORK EXPERIENCE**Airbornics Defence & Space Pvt Ltd (ADSL)****[March 2023- Till Now]**

ADSL (A JCBL Group Company), one of the renowned and committed Defence and Aerospace solutions provider was formed with a mission to design, manufacture services and upgrade strategic and tactical Defence equipment, Armoured vehicles and Aerospace technologies. It is one of the leading players in Design, Manufacturing & providing technology to Indian Defence, Aerospace, DRDO, ISRO in India & Globally.

Designation: Manager**Role:** Business Development**Reporting To:** Director (BD)

- Currently working & associated with four verticals i.e.
 - 1). **Aerospace** (Cargo Extraction Systems, Aero Structures, Ground support systems)
 - 2). **Armoured Vehicles** (Next generation VIP Vehicles, Light Armoured troop carrier, 6x6 MPV cum troop carrier)
 - 3). **Combat Vehicle technology** (Remote controlled Weapon vehicles, Turret, T72/T90 Localization)
 - 4). **Unmanned technologies** (UAV/UAS, seekers, Guided systems & smart fuses, Defence electronics.
- Gathers and analyses information about markets, customers, and competition, as well as developments therein and consolidate information into actionable items, reports for inputs organizational strategy

- Consolidates sales forecasts for own unit (to draw up product business plan)
- Tracking policy changes related to A&D sector (such as DPP/ DAP, FDI revisions, budget announcements or export/import policies) and generating business insights from industry events and government or industry press releases
- Prepare marketing related material for effective promotion of product and solutions.
- Participate & organize marketing related events (domestic & global) related to Aerospace & Defence.
- Track, Prepare, Submit & Manage Government & Private tenders across India/Global.
- Liaison with Govt. Officials for Govt RFQ, Tenders & Bid management,
- Develop and maintain strong ties with key officials in various Govt. & Defence departments (IA & IAF).
- Prepare Estimations, Bid price & related documents, detailed summary of different Defence projects.
- Controlling & managing the entire tender process from preparation, submission and execution.
- Tender/Quotation Proposal (Credential Bid & Price Bid) and submission to Defence organization.
- Identifying & pursuing new business opportunities, organizing promotional programs, meetings with clients.
- Identifying potential vendors/ sources/ suppliers in order to procure goods at lowest possible cost consistently as per quality & service requirements.

2. Hexagon Engineering & Solution

[Nov 2021- March 2023]

Hexagon Engineering & Solution (Subsidiary of Optimum Viking Satcom Pvt Ltd) HES is formed under "Make In India" Initiative to manufacture quality products for Satcom and Aerospace applications. It is one of the leading players in Design, Manufacturing & providing technology to Indian Defence, Aviation, DRDO, ISRO as well as private customer to the broadcasting industry in India & neighboring countries with rapidly growing footprint across Southeast Asia.

Designation: Manager

Role: Technical & BD

Reporting To: Director

- Managing a team of 20 members including design, Fabrication, purchase & technicians.
- Work closely with the Marketing, Pre sales, Tender bidding and Supply Chain team to drive efficiency in the innovation process.
- New Product Planning, Development, and Launch: Gather inputs from consumer insights, coordinate for consumer preference, testing and initiate new product launch.
- Prepare project charter and plan along with necessary WBS, associated resource / budget need, risk management plan.
- Project Costing, making proposals and provide technical support to customers as per requirements.
- Selection of material as per IS grade and other country grades to fulfill customer & project requirements and organize availability of raw material from TATA/SAIL/Jindal ware houses.
- Good knowledge of Testing of material like Macro examination, Tensile test, Side Bend Test, Fracture test.
- Good knowledge of NDT welding test like Radiographic, Ultrasonic, Magnetic particle test, eddy current, die penetration etc and DT welding test and Welding procedure.
- **Vendor developments** of precision machining work, heavy structural work, sheet metal components & assemblies manufacturing.
- Design & Development of Special purpose vehicle like Mobile Shelters, Defence Vehicles, OB/DSNG vans, V-Sat antenna reflectors like 4.8 Meter, 9 Meter & 11 Meter.

3. Organization: - M/S KS Engineering Works, Noida.

[Nov 2020-Oct 2021]

Designation: - Manager

- Execute complete Mechanical projects in terms of technical support as well as product development. Handling all Mechanical projects like project initiation, planning, execution, monitoring, Project team handling, Project input & output costing and all documentation work.
- Making SoW, reports, acceptance criteria, take confirmation from internal/external customer. Preparing all documentation work like BOM, IOM, Material requests, managing inventory, inter-dept coordination with stores, purchase etc.

- Design and manufacturing of hydraulic based **SPM Machines** Like Punching Machine, Press Machine, Shear Press Machine, Bailing Press Machine, Bomb disposal machine. Design & Manufacturing Hydraulic systems, hydraulic cylinders, Hydraulic power pack, selection of hydraulic motor, gear pump etc.

4. Organization: - M/S Planetcast Media Services Limited, NOIDA.

[Feb 2008 - Nov 2020]

Designation: - Assistant Manager - Mechanical

Job Profile:

- Preparation of layout drawings, general arrangement, detail fabrication & detail engg. drawings in AutoCAD & Solid Works for Special purpose vehicles like defense vehicles, bullet proof vehicles, Communication Shelters, DSNG/OB Vans, Medical Van etc.
- Design and manufacturing of **SPM Machines** hydraulic & Pneumatic.
- Making part drawings & assembly drawings with end user inputs in AutoCAD & Solidworks software.
- Designing & manufacturing O.B. and DSNG Vans including roof structure/frame for mounting of small and large antenna systems, side walls (sandwich panel), flooring, doors, equipment racks platform etc.
- Designing & manufacturing equipment rack and installation inside mobile shelters.
- Preparing part drawing, main assembly drawing, and sub-assembly drawing related to project.
- Different kind of calculations including **load calculation, heat load calculation, FOS etc** in shelters & special purpose vehicle.
- Good exposure in outside vendor dealing and vendor development for new products/vehicles, product follow up etc.
- Design and manufacturing of SNG mobile antenna systems, good knowledge of converting manual antenna systems in motorized systems using gear boxes, PMDC/DC motor and actuator, turntable etc.
- Good exposure in product inspection developed at site/vendor site and Product fabrication as per approved drawing.

5. Organization: - Dass Hitachi Limited, Ghaziabad

[Oct 2007 - Jan 2008]

Designation: - Design Engineer - Mechanical

Job Profile: - Designing and Manufacturing self-supporting electro mechanical telescoping mast. All types of load calculations related to mast. Calculating Moment of inertia, Section Modulus, Bending Moment of Inertia, Bending Stress, Factor of Safety and Deflection in the pipe of mast at operational wind and survival wind. Designing and manufacturing platform of Special Purpose, Bullet Proof Vehicles of Defense, different type of Shelter like Integrated Field Shelters, Mobile Shelters, Rapid Development Soft Shelters, Laser Integrated Surveillance Systems, Shelter Handling Mechanism, Ventilation Systems, Pent houses etc.

6. Organization: - Bharat Electronics Limited, Ghaziabad

[Sept 2006 - Sept 2007]

Designation: - Graduate apprentice Trainee for One-Year.

Project: - "**Surveillance Radar Element (SRE)**" in collaboration with AIR FORCE

Job Profile: - Designing & developing RADAR components, maintaining database associated with RADAR manufacturing. During this period, I have work on various projects for preparation different types of documents. It includes Part drawing (Mechanical & electrical), Sub-assemblies, Main-assemblies, Circuit diagrams, cable forms, wiring diagrams, part list etc. I have worked on pc for preparation of mechanical drawings, using AutoCAD & Pro-e.

ACADEMIC CREDENTIALS

- Bachelor of Technology: Mechanical Engineering - 2006, Uttar Pradesh Technical University, Lucknow, from Bhagwant Institute of Technology, Muzaffarnagar (U.P.) with **70.5%**
- 2002: 12th (U.P.Board) from S. D. Inter College, Ghaziabad (U.P) with **62.8%**
- 2000: 10th (U.P.Board) from I.H.Sec School, Ghaziabad (U.P) with **68.67%**

LANGUAGE PROFICIENCY

• English

• Hindi