

CURRICULUM VITAE



DEEPAK KUMAR

S/O Sh. Pardeep Kumar

H. No. #64, New Kundan Puri

Civil Lines, Ludhiana - 141001

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OBJECTIVE

- A professional with a Diploma in Mechanical Engineering, having a hands-on approach to tackle sales and accomplishing goals. Entrusts his ability to combine technical knowledge with sales skills & commercial knowledge to act as a primary catalyst for product demonstrations, client needs assessments and the development of business augmentation. An out of the box thinker with proven track records, streamlining workflow and innovatively enhancing profitability and productivity for reputed export houses. Possess superlative skills for simplifying and communicating complex concepts to a non-technical audience.

Looking for a suitable position in a company which will not only help me to enhance my skills in industrial work but also helps to inculcate new learning.

SKILLS

- Conceiving and Implementing short and long-term business plans for the international marketing effort of the company.
- Having a hand on approach in preparing and delivering executive-level presentations.
- Relationship management with decision makers and influences to strategically manage beneficial and profitable associations/alliances.
- Providing assessment and analysis for projects/products with respect to the need of our business partners / Clients.
- Ability to conceptually adapt technologies to fit various customer requisitions.
- MS Office, MS Word, ERP System.

PROFESSIONAL WORK HISTORY

Manager International Sales & Business Development, February 2024 – Present

SAFE ENGINEERING - LUDHIANA, INDIA

- Manage sales of Forged Components, Machined Components & Finger/Knife Guards in Europe.
 - Oversee all export activities and serve as the primary contact for inquiries.
 - Clients-related responsibilities are:
 - Develop and sustain client relationships, negotiate contracts, ensure timely payments & increasing the sale growth rate.
 - Coordinate product development based on customer needs and market demands.
 - Keep on updating clients for the company's new product range.
 - Order follow-up with the production department.
 - Organize exhibitions and promotional activities
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Manager International Sales & Business Development, January 2023 – January 2024

FAS INTERNATIONAL - LUDHIANA, INDIA

- Managed sales territories in Europe, USA & UK for Wrought Iron Components, Gate Grill Accessories & Sliding Gate fittings
 - Responsible for the sale of Fasteners & Formwork fittings
 - Oversaw export operations, client negotiations, and product development.
 - Conducted frequent travel to promote product lines and generate business.
 - Developing new clients, maintain them and increasing the sale growth rate.
 - Developing products based on customer needs & market requirements and deploying the sales of developed products in other countries to add volumes to the annual turnover.
 - Keep on updating clients for the company's new product range
 - Order follow-up with the production department
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Assistant Manager International Sales & Marketing, December 2018 – January 2023

RINOX ENGINEERING - LUDHIANA, INDIA

- Designated for marketing and sales in UNITED KINGDOM, IRELAND, ICELAND & EASTERN EUROPE.
- Oversaw the sales of Stainless-Steel Balustrades / Railings and Glass hardware fittings in SS 304 & SS 316.
- Oversaw the sale of Formwork fittings
- Sales also includes Railing Components in Aluminum, Mild Steel and Zamak which are channeled to be shipped from India and China respectively.
- Coordinate with Project Managers and On-Site installation teams, making detailed plans to accomplish goals and directing the integration of technical activities.
- Responsible for new client addition from the assigned Territories and at the same time sustaining the ongoing business volumes from regular customers.
- Keeping track of all the orders shipped or under production and intimating the news to each customer regularly for smooth business operations.
- Plan and direct the installation and testing of products on the basis of requirements.
- Direct, review, and approve product design and changes which should be matching both expectations and at the same time international testing guidelines or are as per international building codes.
- Studying project drawings and carrying out analysis to determine the number of fittings which needs to be produced to finish the project.
- Forecasted monthly targets and diversified product range based on market trends.
- Developing products based on customer needs / market requirements and deploying the sales of developed products in other countries to add volumes to the annual turnover.
- Perform administrative functions such as reviewing and writing reports, approving Drawings, enforcing rules of testing, and making decisions about the services.
- Review and recommend or approve contracts and cost estimates.
- Gathering relevant information such as Market surveys, Market Intelligence which not only helps in knowing the market better but also helps in diversifying the product range which is market specific.
- Consult or negotiate with clients to prepare project specifications.
- Maintaining Gross profitability up to a benchmark as directed by the management.
- Set scientific and technical goals within broad outlines provided by top management.
- Helping customers to develop and establish their brands which not only provides them recognition but also helps to strengthen roots for a joint venture.

Executive International Sales & Marketing 09/2016 - 11/2018

EASTMAN IMPEX LUDHIANA (PUNJAB) / INDIA

- Associated with Sales and Business Development in Europe & North Africa.
- Involved with the sales of Scaffolding & Formwork components Manufactured in India & China.
- Prepared cost estimates and maintained average Gross Profitability in each order.
- Spearheaded development of Quality Control and Management Department.
- Interpreted drawing mark-ups and implemented drawing revisions provided by engineers.
- Consulting and negotiating with the clients for RFQ's concerning their requirements and product demand.
- Coordinating with manufacturing, Procurement, Warehouse and Quality teams to produce goods as per customer's requirements.

Executive Domestic Sales & Marketing 04/2013 - 08/2016

PARKASH GEARS LUDHIANA (PUNJAB) / INDIA

- Associated with Sales and Business Development in Domestic Market.
- Involved with the sales of Spur Gear, Spiral Bevel Gears Pinion, Shaft Pinion, and Helical Gears Manufactured in India.
- Maintaining the Profit/ margin sheets
- Involved in Customer's negotiation of Product RFQs & Prices.
- Follow up in Production & Quality department so that can be updated to the customer as per their requirement.

Executive (Under Training) - 05/2012 - 03/2013

Tool Man Industries (PUNJAB) / INDIA

- I was under Industrial Training from May 2012 - March 2013
- I was in the Quality department & was handling incoming raw material inspection

TECHNICAL STRENGTH

- **General use measuring instruments:** Height Gauge, Vernier Caliper, Micrometer etc.
- **Lab Testing:** Rockwell Hardness Testing, Ultra Sonic testing, M.P.I Testing

GLOBAL EXPOSURE - TRAVELLED TO

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|------------------|------------|------------------|
| • UNITED KINGDOM | • POLAND | • FINLAND |
| • IRELAND | • LATVIA | • LITHUANIA |
| • GERMANY | • SLOVAKIA | • ESTONIA |
| • FRANCE | • HUNGARY | • CZECH REPUBLIC |
| • AUSTRIA | | |

GLOBAL EXHIBITION EXPOSURE

GLASSTEC - 2022 Dusseldorf , GERMANY

FASTENER FAIR – 2023 Stuttgart, GERMANY

EDUCATION

Diploma: Mechanical Engineering 2012
Sri Sai Engineering Collage, Pathankot, Punjab, India

GRADUATION SCHOOL. 2010
Government Multipurpose Senior Secondary School Ludhiana, Punjab, India (Punjab Board)

HIGH SCHOOL. 2008
Arya Senior Secondary School, Ludhiana, Punjab, India (Punjab Board)

PERSONAL INFORMATION

Date of Birth	-	24-Jun-1993
Permanent Address	-	H. No# 64 New Kundan Puri Civil Lines, Ludhiana
E-mail Address	-	deepakfuman@gmail.com
Contact No.	-	+91-78375-4175
Sex	-	Male
Nationality	-	Indian
Marital Status	-	Married
Language Known	-	Punjabi, Hindi, English
Hobby	-	Travelling / Explore New Places, Playing billiards

DECLARATION

I hereby declare that the above information given by me is true to my knowledge & belief.

DATE
PLACE.....

SIGNATURE:
DEEPAK KUMAR