**RESUME**

**MANISH KUMAR THAKUR**

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**Address:** 2631 GAJJA JAIN CALONY MOTI NAGAR LDHIANA PUNJAB,

INDIA 141010.

**E-mail:** [Manishcipet23@gmail.com](mailto:Manishcipet23@gmail.com)

**CAREER OBJECTIVE**

Aspiring Chemical Engineering Student Pursued Bachelor of Engineering in Chemical Engineering Discipline. Seeking a challenging and rewarding opportunities in the industry which is in line with my academic background and which effectively utilizes my analytical and technical skills.

**PERSONAL SKILL**

* Process comprehensive problem solving and analytical abilities.
* Adaptability to new situation.
* Optimistic approach and self-motivated to work independently.
* Firm believer of hard work, honesty and dedication towards work.
* Good negotiation, Punctual with time.

**ACADEMIC DETAILS**

## B.E in Chemical Engineering with 6.5 CGPA from Institute of Technology and Management Gwalior, M.P in 2012 - 2015.

* **Diploma in Plastics technology** with 81.20% from CIPET BHUBANESWAR 2009 - 2012.
* **10th**  Passed with 64.20% from BSEB 2008.

**WORK EXPERIENCE**

**Company :** TRB GROUP

**Location :** LUDHIANA, PUNJAB.

**Designation :** TEAM LEAD.

**Department :** ENGINEERING PROCUREMENT AND CONSTRUCTION.

**Duration :** 1 February 2024 TILL DATE.

**Company :** SURYA MINES SARL.

**Location :** LUBUMBASHI DRC CONGO (AFRICA).

**Designation :** SR. EXECUTIVE OFFICER.

**Department :** SALES, BUSINESS AND DEVELOPMENT, PROCUREMENT.

**Duration :** 1 MARCH 2022 TO DECEMBER 2023.

**Company :** DOWELL MOULDS PVT LTD

**Location :** VAPI GUJARAT.

**Designation :** BUSINESS AND DEVELOPMENT MANAGER.

**Department :** SALES, BUSINESS AND DEVELOPMENT, MARKETING.

**Duration :** 1 MARCH 2021 TO DECEMBER 2021.

**Company :** RUBAMIN SARL

**Location :** LUBUMBASHI DRC CONGO (AFRICA)

**Designation :** EXECUTIVE OFFICER.

**Department :** PURCHASE, BUSINESS AND DEVELOPMENT, MARKETING.

**Duration :** 17 JUNE 2016 TO 13 AUGUST 2019.

**Company :** SWAMBHU ENTERPRISES (INDIA).

**Location :** GIDC PANOLI ANKALESHWAR Dist.- BHARUCH (GJ.)

**Designation :** OFFICER.

**Department :** MARKETING.

**Duration :** 01 OCTOBER 2015 TO 31 MAY 2016.

**Company :** XPRO INDIA LIMITED (BIRLA GROUP)

**Location :** BARJORA DURGAPUR (W.B).

**Designation :** SHIFT IN CHARGE.

**Department :** PRODUCTION

**Duration :** 02 JUNE 2012 TO 15 SEPTEMBER 2012.

**SUMMERY OF SKILL**

**JOB (SALES, BUSINESS & DEVELOPMENT) DESCRIPTION:-**

* + Experience to execute the business as per business plan & to achieve the target along with quality & yield.
  + Identify evaluate and develop sales leads for new products, expansion of existing product lines and sales channels.
  + Understand industry trends and competitor activity and apply them in sales plan development.
  + Develop and maintain relationships at multiple levels within the customer organization to position as a strategic partner with a competitive advantage.
  + Drive sales growth through maximization of resources and execution of the market segment strategies – support new product development and pro-activity cultivate new product sales.
  + Responsible for meeting additional KPI (key performance indicator) targets including bookings & billing growth YOY (Year over year) conversion rate S&OP (Sales and operations planning overview) accuracy & Customer scorecard. Work closely with Product Managers to develop and implement pricing and promotional strategies; Collect, evaluate, communicate and apply market information and competitive intelligence.
  + Plan and participate in trade/product show, seminars, industry trade organizations, district and regional sales meetings in order to identify opportunities.
  + Handle daily communication of expectations, coach employees, provide feedback and work collaboratively with other departments.
  + Ensure Compliance and improvement to ISO 9001-2000 & 14001:2009 programs.
  + Ensure the quality and safety policies within tge laboratory scope.
  + Directly supervise laboratory employees to ensure compliance with ISO 9001-2000 & 14001:2009. Programs and in accordance with applicable federal, state and local employment laws.
  + Manage day to day operation of laboratory analyses, safety, and compliance with federal, state and local regulations and OSHA (Occupational Safety and Health Administration).
  + Approve departures from documented procedures and minimize departure from the quality system,
  + Maintain the Laboratory Quality Manuals, Specify Gas procedures, Standard Operating procedure, Quality Administration Manual and specialty Gas quality Manual, and issue revisions and needed to the Quality Assurance Director.

**JOB** **(COMMERCIAL PURCHASING) DESCRIPTION: -**

* + **Quotation Calling:** After getting fully released Purchase Requisition with all technical Specifications send the enquiries to all related Vendors.
  + **Quotation Comparison:** After getting fully released Purchase Requisition with all technical Specifications send the enquiries to all related Vendors.
  + **Getting Technical Approval:** As per prepared comparison chart we have to get the technical approval from concern departmental Head or GM Works. Then finalize the commercial Terms & conditions to create the final Purchase Order.
  + **Creation of P.O.:**  After finalization of all technical & commercial terms & conditions Purchase Order is to be created and released after signing of Executive Director.
  + **Release the Payment Advices:** Regular control on Payment advices to be released for Payment of due Invoices or advance Payment for new Purchase Orders.
  + **Control on Costing & Inventory:** Regular watch on Stores Inventory Control as Well as Costing also to avoid over budget purchases.

**INDUSTRIAL TRAINING**

**Company :** SRF LIMITED (Gwalior)

**Department :** Production

**Duration :** 31 Days

* Mainly focus during my work was at textile and chemical. Work involves the polymer to manufacturing in the tire thread. it may be material used at nylon 6, nylon 66 the comprises the testing in material and product with help of big cooling tower, this is provided inside that was help in maintaining to the temperature.

**ACHIVEMENTS & EXTRA**

* Scout and Guide in state level.
* Cricket University level.

**HOBBIES**

* Cooking Food
* Playing Cricket

**STRENGTH**

# A dynamic team player ready to take up challenges.

* Adaptable with work culture.
* Men power handling.
* Positive think.

**PERSONAL PROFILE**

* **Name :** MANISH KUMAR THAKUR
* **Father Name :** Mr. ARUN KUMAR THAKUR
* **Mother Name :** Smt. MEERA DEVI
* **Date of Birth :** 08th NOVEMBER 1993.
* **Languages Known :** English, Hindi, French, and Swahili.
* **Marital Status :** Married.
* **Permanent Address :** Vill. MUSAPUR DIST., P/O, P/S, SAMASTIPUR BIHAR INDIA
* **PIN CODE :** 848101

**DECLEARATION**

I hereby declare that above mention details are true to the best of my knowledge and belief. I fully understand that if any information found incorrect may lead to cancelation of my candidature.

**Date**: **MANISH KUMAR THAKUR**