

CURRICULUM VITAE

SANOJ KUMAR

MECHANICAL ENGINEER

Mobile:+91 9667384764, 9473110051 **Email:**

sanoj94731@gmail.com

CAREER OBJECTIVE:

Seeking a position where I can utilize my knowledge, abilities, personal skills while being resourceful, innovative and flexible that offers professional growth along with the organization and to have a growth oriented and challenging career and enhance my experience through continuous learning and teamwork.

ACADEMIC QUALIFICATION:

Qualification	University/Board	Institute	Completed	Per./SGPA
B.TECH (M.E)	RTU KOTA	Regional College For Education Research& Technology Jaipur (Raj)	2020-23	9.2(Pursuing)
DIPLOMA. (ME)	BTER JODHPUR	R.P.C.Sitapura Jaipur (Raj)	2015-18	65.42
10TH	BSEB	Govt. High School Birpur,Supaul(Bihar)	2013	70.2

PERSONAL SKILLS:

- Good verbal and written communication skills
- Ability to build motivation
- Creative & self-confident
- Positive approach thinking
- A Team Communion
- Leadership, Time Management, Patience.

SOFTWARE PROFICIENCY:

: ADCA :MS-Office

AREA OF INTEREST:

- ❖ Manufacturing Technology
- ❖ Maintenance & Management Engineering
- ❖ Retail sales
- ❖ Institutions sales & Corporate sales
- ❖ Sales & Marketing
- ❖ Rubber, Latex & Industries

- ❖ New Tyre Technology

SCHOLARSHIP/CERTIFICATE AWARDED BY GOVERNMENT

- Deepodya Bal Vikas Samiti 2012.
- Merit Scho. Award From EDEN-Mirchi Scholarship 2013
- PRATHMIK Tyre Certif.of Fleeca Ind.Pvt Ltd.

MINI PROJECT:

- **Project Title** : "Hydraulic Ram Pump"
- **Project Role** : Team leader

VOCATIONAL TRAINING:

- Organization : **VISION WORLD TECH. PVT.LTD.**
- Duration : **24 days**
- Knowledge Gained : Learnt about safety ,setup of equipments or mechanical components used and know about how to design.(Different Types of Processes Used)

INDUSTRIAL VISIT

- RIICO Industrial Area Jaipur Rajasthan.
- V.K. Industrial Area Jaipur Rajasthan.
- SIDCUL Industrial Area Rudrapur (Uttarakhand)

WORK EXPERIENCE

1. INDAG RUBBER LTD, JAIPUR

- **Desig:- Sales –Service &Support Assistance Engineer.**
- Year:-16 Aug.2021-Present
- Key Responsibilities & Activities:-
 - a) Direct sales- B2B, B2C
 - b) **Leading sales & Creating Marketing Activity Plan**
 - c) Identify **Potential customers**
 - d) Prepare **Sales strategy** after taking into account **Business Target**, resource and activities
 - e) Responsible to meet the target **Sales Revenue**
 - f) **Quality** assurance & delivery to consumers
 - g) Prepare all **Sales Policies** and **T&C**
 - h) Prepare **Business Plans** and setup the quarterly target
 - i) Deliver presentation to new potential customers and Fleet owners about company's offering to draw customers and retreads
 - j) Co-ordination with the **Operation & Corporate Department**

k) Cold Calling

2. FLEECA INDIA PVT LTD , JAIPUR

- Designation:- Tyre Technical Service Engineer.
- **Key Responsibilities :-**
 - a) Tyre Inspection & Maintenance (CPKM & TPMS)
 - b) Managed All Fleet Related Operation.
 - c) Observed Tyre performance and Mileage of CEAT, MRF, BRIDGESTONE etc.

Year:- 22 October 2020 – 10 August 2021.

3. EGON BLUE LLP GURGAON

- Designation:- Production & Service Engineer
- Work Profile:- SLI System Installation & Service in L&T LTD..
- Year:- 03 October 2019 – 12 October 2020

4. ASHOK LEYLAND PANTNAGAR PLANT (UTTARAKHAND)

- a. Designation:- DET .
- b. Work Profile:- Production and Fitment of front axle, Rack & pinion.
- c. Year:- 15 March 2018 – 22 May 2019

AREA OF EXPERTISE

- ◆ Handling Channel Sales- Distributor, Retrader
- ◆ Good Mechanical knowledge of Vehicles(HCV,LCVs&MCVs)
- ◆ Alignment, Analysis Tyres Scrap,Retread,Casing,Claim
- ◆ Team Lead & Operation Handle.
- ◆ Manage Sales & Marketing Activity
- ◆ Maintain Customer Relationship Management.
- ◆ Responsible for Manpower Planning & Monitoring.
- ◆ Making process improvement at the basis of internal & external complaint defect sheet analysis.
- ◆ Responsible for KAIZEN & POKA YOKE Activity.
- ◆ Responsible for to maintain 5S & GEMBA on shop floor.
- ◆ Continuous Education to Operators by Conducting meeting on daily basis.

ACHIVEMENTS AND EXTRA CURRICULAR ACTIVITIES

- Participated and won prizes in “Cricket” at College level. □ Organized College Fairs and Inter College Sports Meet.
- Won Technical Competition Prize from Industries Related.

ACHIVEMENTS & ACCOMPLISHMENT

- Sky rocketed the **Company's Revenue** by 7% over 8 months
- **Monthly Increase in** customer satisfaction by 70 % per month
- Contributed in **territory for business, extension and development**
- **Generated Business in Dead Area** & Improved the revenue of the company
- CYCLE time reduction at Assembly line (ASHOK LEYLAND).
- GUN'S Shocket improvement .
- NUT Runner's Shocket implement for torque used.

On - boarded Fleet & Customers by me

KMT JAIPUR- 1700, Potential

KHAITAN Pvt. Ltd kukas. 3000, Potential

Shree Nidhi Transport Jaipur- 800, Potential

HOBBIES

- Always Curiosity About Learn New Technology & Think.
- Playing cricket.

PERSONAL PROFILE FAMILIARIZATION

Father's Name	:-Mr. Laxman Yadav
Mother's Name	:-Mrs. Chalita Devi
Date of Birth	:-16/11/1998
Nationality	:- Indian
Marital Status	:- Unmarried
Languages Known	:- English, Hindi, Maithli,
Permanent Address	:- Village – Khontaha , Post –Bhimnagar, P.S – Birpur, Dist – Supaul(Bihar) Pin Code - 854338

I hereby declare that all the details furnished here are accurate and true to the best of my knowledge.

Place.....

Date.....

SANOJ KR.YADAV