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)		3 rd Sem-9.71 4 th Sem-9.52
DIPLOMA. (ME)	BTER JODHPUR	R.P.C.Sitapura Jaipur (Raj)	2015-20	65.42
10 TH	BSEB	Govt. High School Birpur,SupaulL(Bihar)	2013	70.2

PERSONAL SKILLS:

- Good verbal and written communication skills
- Ability to build motivation
- Creative & self-confident
- Positive approach thinking
- A Team Communation
- ➢ 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 shope 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