

RESUME

KAMLESH B

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SUMMARY

As Assistant sales manager 7 + of experience with a solid engineering background managing orders from the market depends on the market as well as order execution with top selling management . Expertise working in mechanical industries , Aero , Oil and Gas , railway industries . To pursue a challenging career to establish as a dynamic professional who can impact development of company .

AREA OF EXPERTISE :

1. LEAD GENERATION
2. STRATEGIC PLANNING
3. MARKET RESEARCH
4. PRODUCT KNOWLEDGE
5. SALES COORDINATIONS
6. TEAM LEADERSHIP
7. RFQ / RFP PREPARATION
8. NEGOTIATION OF ORDER OF CONFIRMATIONS
9. COST CONTROLLING
10. CORRESPONDENCE MANAGEMENT
11. MATERIAL MANAGEMENT

PROFESSIONAL EXPERIENCE

SOFTCELL TECHNOLOGIES GLOBAL PRIVATE LIMITED : M A Y /2023

Territory Account Manager :

Key accomplishments :

- coordinate the training of sales staff and channel partners within their territory.
- Arranging the customers meeting for the new prospects and new business .
- Arranging the Interactive sessions and webinars for the customers .
- Bid management for the government tenders and registration of Gem portal .
- Submitting Proposals by using CRM tools and order process in SFDC .
- Achieved sales target in monthly and yearly basis according to the management policy
- Interacted with Clients globally and documented the business data and KPIs on Power Platform such as Experienced in RFQ , invoicing , Delivery co ordinations and payment follow up.
- Managing payments as per the agreed payments terms and including payment follow.

RESUME

Previous experiences

NEOS AIR FILTRATION PVT LTD : JULY 7/2022 - APRIL 18/2023

Assistant Sales Manager :

Preparing and delivering scientific products to the automotive sectors and the commercial industry .
Providing and procurement systems to build strong relationships with customers for the order closing and keeping good relationships with the customers to identify the material needs and system .
Requirements securing and renewing new orders , Planning and modifying products , collaborating with sales department to provide sales support and recommending improved materials . As a Assistant sales engineer have a combination of technical knowledge and sales skills for the strong relationship with the customers .

Key accomplishments :

- Promoting and selling of the products of extractions products
- Manufacturing of Extraction products and assembly according to the customer requirements and service marketing .
- Arranging the customers meeting for the new prospects and new business .
- Bid management for the government tenders and registration of Gem portal .
- Submitting Proposals and order finalizing .
- Achieved sales target in monthly and yearly basis according to the management policy
- Interacted with Clients globally and documented the business data and KPIs on Power Platform such as Experienced in RFQ , invoicing , Delivery co ordinations and payment follow up.
- Managing payments as per the agreed payments terms and including payment follow up .
- Providing Technical support to the customers .

Major Clients :

1) Kobelco India pvt ltd :

Projects : Welding fumes extractions and welding booth

2) Tafe india pvt ltd

Projects : DS systems and extractions hoods for the Design studio (Chennai)

3) Flender Drives

Projects : Mist collection systems for the Staarg machines

4) 3M india pvt ltd

Projects : DS systems and extractions hoods for the Design studio (Bangalore) .

RESUME

Previous experiences

TAPCO PNEUMATICS PRIVATE LIMITED : March 1 -2021 - APRIL 18 -2022

Senior sales engineer : (Pneumatics , Hydraulics and MEP divisions) .

Preparing and delivering scientific products to the automotive sectors and the commercial industry .
Providing and procurement systems to build strong relationships with customers for the order closing and keeping good relationships with the customers to identify the material needs and system .
Requirements securing and renewing new orders , Planning and modifying products , collaborating with sales department to provide sales support and recommending improved materials . As a Senior sales engineer have a combination of technical knowledge and sales skills for the strong relationship with the customers .

Major Clients :

- 1) PRICOL :
We have done R&D Cabin tilting systems for commercial trucks . Locking & Unlocking of latch with sensor as a closed loop system . Mechanical lost motion (MLM) or Hydraulic lost motion (HLM).
- 2) REEP MOTORS :
Supplying of special purposes machines for the fluid technology .
- 3) BICILIE GECO :
Supplying of leak test machines for hydraulics cylinders in time .
- 4) VS PRESSURE VESSEL :
Manufactured the structural components with trolleys for the linear motion of boilers .

PAPS INDIA PVT LTD : Oct -2019 to Jan - 2021

Sales engineer : (Pallets for the automotive safety components)

Preparing quotations and sales order as per the customer requirement . Analyse market situations and change the sales plan for the better business . Assisted a team for the research and developing new products for the company . As per the company standard we will supply the fiber pallets , crates , wooden pallets for the OEM clients and its an retail business prospective .

Major Clients :

- 1) **Mega sleeve pallets and partition boxes :**

Client : MANN & HAMMEL (BAWAL)

Scope : Verifying the blueprints according to the standards of the pallets and truck

Material : Air filter for Ashok Leyland

- 2) **Sleeve pallets and partition Boxes :**

Client : Shanthi castings , Shakthi auto components , Sandfits (Coimbatore)

Scope : Verifying the blueprints according to the standards of the pallets and truck

Material : Bearing Brackets , Flywheel housing , Differential diff case for ILJIN Hyundai .

RESUME

GGS engineering services : December – 2018 To August 2019

Design engineer and Quality checker :

Working with the detailing team and modeling team and verifying the drawings by caterpillar standards using engineering notice EDN and Bill of materials for the sheet metal products , forging components and casting components . Major clients are Caterpillar , John deer , Eicher GMMCO CAT for commercial commodities .

Team Handled working as PLM Enabler intermediate of ON-SITE AND OFF-SIT.

EDUCATION DETAILS :

B.E Automobile engineering : Shree sastha Institute of engineering and technology , Affiliated to Anna university , Guindy ,Chennai . (2009-2013) .

Projects handled : Compressed Air Vehicle .

M.E (CAD) : College Of Engineering (Guindy) Anna university (2015 -2018) .

Determining the material strength by (Impact test , Izod test , Torsional test) .

Personal Details :

Date of birth : 24 / 08 / 1991

Fathers Name : Babu K

Martial status : Single

Nationality : Indian

Languages Known : English , Tamil , Hindi

Passport Details :

Passport No : M3659018 , Expiry date : 18/11/2024 , Country travelled : Thailand

CERTIFIED IN NON DESTRUCTIVE TESTING :

National institute of Testing and Training :

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|------------------------------------|---------------------------------------------|
| 1) Magnetic Particle testing , | Certificate no : Ppdc/trg/Ndt/2013/MPT-2764 |
| 2) Radiographic particle testing , | Certificate no : Ppdc/trg/Ndt/2013/RT-2764 |
| 3) Ultrasonic particle testing , | Certificate no : Ppdc/trg/Ndt/2013/UT-2764 |
| 4) Liquid penetrating testing , | Certificate no : Ppdc/trg/Ndt/2013/ LT-2764 |

- Certification of completion in Digital marketing in Udemy
- Masters of computer aided tool engineering in MSME .

Declaration :

I am confident of my ability to work in a team . I solemnly declare that all the details mentioned above are true to the best of my knowledge and honesty . All relevant certificates and references will be furnished on demand .