

Sohail Ahmed Ustadi

Sales Manager – Capital Bolts and Hardwares

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Sales Manager with 10 years of experience at industrial Fasteners, Valve and Valve parts, and Various Mechanical equipment such as Heat Exchanger, Water Treatment Plant, Crane and hoist, Processes Equipment, Scrubber, Damper Adopters, Flanges, Fasteners Manufacturing & Exporting industries. Customer and business oriented; Self-motivated, pro-active, autonomous individual with Problem solving & Analytical approach and Familiar with Python language for Data science and AI in mechanical domain.



Skills

Python language for Data science and AI

Vendor & Order Management

Sales & Marketing & Operations & Production Planning



Work History

Sales Manager

Capital Bolts and Hardwares – Ludhiana Punjab

November 2025 – Current

Capital Bolts and Hardwares is large scale Company specializing in producing standard Fasteners In all Grades, Manufacturer of all types of fasteners like double threaded bolts, screws, foundation bolts, anchor bolts, more than thousands of products in fasteners, and we are doing business globally, Handling sales and marketing to pan India and to Middle East, South Asia, Europe and America for this all products.

- I am working as Sales Manager for Industrial fasteners, especially in Construction line, Civil and Infrastructure and manufacturing company for Pan India
- Being a Sales Manager, I need to search and appoint a Distributer to each assigned area
- Analysing the Potential of Business and Industries, Planning for Distributer for that area
- Promoting and marketing our products to a new customer along with Distributer of that area
- Assigning Task to Distributer to Explore new Customer for Product marketing
- Meeting regularly with new and existing customers and following up for the same

- Generating new lead and coordinating with Team for Proposal and closing of order
- Making sales reports, visit tracker report, customer data base and updating regularly
- Weekly review meeting with VP for work update
- Getting enquiries and lead from distributor and closing for the same
- Attending exhibition for promoting our products for marketing
- Travelling regularly throughout India for business and sales

Production and Sales Manager

Karthik Engineering works- Hubli Karnataka

Sep 2019 – October 2024

It is one of the India's leading Manufacturer & Exporter of Industrial Valves under Forge Steel, Cast Steel, CI/DI & Investment Castings of GTV, GBV, BFV and BV and leading manufacturer of valves parts, fasteners and fittings, Pipes, bushes, press components, laser cutting, mounting blocks, flanges and fabrication

- Mapping the production capacities across internal & outsourcing factories with quantities to be delivered as per the required timeline.
- Manage and Lead team of Sales and marketing, and to conduct market research to customer needs and preferences, B2B sales.
- Preparing regular reports and update for sales and marketing activities
- Approaching to new customer for business, on basis of proven high-quality material and standards
- Conduction of training program for Six Sigma, Kaizen, or other quality improvement
- For different size and type valve, like gate, globe, Hydro-stop valve or check Valve etc., arranging required components.
- Under sales & service support of forged Steel, Cast Steel, I/DI & Investment Casting Valves with their parts i.e. (Hand wheel, Yoke Sleeve, Yoke Bush, Wedge, Plug, Pipes, Bars, flanges & fasteners). And Following design check review, planning along with development & planning team to execution of developments as per customer requirements.
- Work & coordinate with quality team to resolving the technical issues raised by Client in timely Manner
- To ensure valve to be assembled within time of delivery date given to customer
- Order placement with factories and on-time supply of raw materials in full.

Production Engineer

Tooling India corporation – TIC group Harihar India

July 2016 - Aug 2019

Responsible to manage Production order, Chucks and Various Types Gears, conveyers Manufacturing as per design and to monitor inventory for optimizing stock.

- To control and plan man power of all assembly department for efficient output
- Production Preparation of project documents and maintaining all the records of assembled components
- Trim material and other tools required assembling the desired components
- Production Following up design check review, planning along with development planning team to execution of product as per the requirements

Production Supervisor – assembly line

TATA Marcopolo Motors Limited- Dharwad India

June 2015 June 2016

Responsible for production assembly line control for LCV Bus Manufacturing company as an assembly line supervisor, and to achieve production target with required quality and timeline.



Education

Aug 2011 - Bachelor of Technology: Mechanical Engineering

Jun 2014 Visvesvaraya Technological University of Engineering & Technology – Belgaum



Software

ERP, AutoCAD, Data science and AI with Machine learning, (Python machine Language)



MS Office tools, Ms excels, Ms PowerPoint.



Languages

English



Hindi



Kannada



Urdu



Participation and achievements

- **Certificate of Appreciation of Python for Data science from Learn Bey academy and IBM.**
- Involves & work with team of Internal & External Audits of API, ISO, and EHS &CE/PED.
- Selected under Government scheme for three-month AutoCAD & Solid works design training at Peace institute – Hubli (Karnataka)
- Involves in fire and safety programs,
- Involves & participate of quality management systems programs

Projects

- Magnetic bearing for antifriction rotation of shaft for higher speed carried out in Engineering.
- Water pumping using wind mill, by coupling the shaft of wind fan to a DC motor carried out in Diploma.
- Project carried on MRF Trichy in tire manufacturing plant for different processes involved in press and cavity from green tire to finished one, carried out externally.
- Project carried out on wheel alignment of car, bus and trucks for proper and smooth ride of vehicle without pulling a side, by Madhu's garage equipment Bangalore

Personal details

Date of Birth: 13/08/1992

Nationality: Indian-Male

Communication address: #19, Kalavidhar plot, Anand Nagar, hubli-580024 Karnataka-INDIA

Passport No: Y2925118, valid till 02 June 2034

Driving License no: KA2520120004892

Declaration

I hereby declare that the above furnished particulars are true to the best of my knowledge.

Date: 10-04-2025

SOHAIL AHMED USTADI