

KULKARNI SHEKHAR KIRAN : (B.E Mechanical, 10 Yrs Experience Sales / Marketing)

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Address: Roongtha Township Phase 4, Flat no 105, Near Municipal water tank, Rajiv Nagar, Nashik - 422009

JOB OBJECTIVE

Seeking assignments or challenges in Application / Sales / Marketing of New Product Business Development its Management, Operations with an organization of Excellence in Construction / Pneumatics / Abrasives / Cutting Tools / Bearings / Automotive Sectors

PROFILE SUMMARY

- Technical Account Manager in Hilti India Pvt Ltd from Aug 2018 to Present
- Sr Sales & Application Engineer in SMC Pneumatics India Pvt Ltd, Mumbai since Oct 2017 to Aug 2018
- New Product Business Development and Application Engineer in Carborundum Universal Limited (CUMI) Hosur, Tamil Nadu Since Nov 2015 to Oct 2017.
- Quality Assurance/ New Product Development Engineer in JOTO Abrasives Pvt Ltd Nasik from Sept 2013 to Nov 2015.
- Study of new products that can be developed for new customers from start to end process.
- Designing in Auto cad /Pro E software's of tooling's and exact products then validation in Molding.
- An year of experience in Manufacturing Quality Assurance in M & M Limited Satpur Nasik.
- Well versed with the concepts of TQM, TPM, Kaizen, Poka-yoke, PFMEA, Control Plan, Process & Product Audit and 5s.
- Understanding of carrying out overall operations for improvement of existing products with thrust on reducing product cost and market trends / new product requirements.
- Effective communicator & team player with the ability to interact effectively with people at all levels of organization.
- Serving as Active Development Pillar in TPM.
- Doing beneficiary projects for in plant improvements and Achieves higher productivity and quality Points in each product.

CORE COMPETENCIES

- New Business Development & Retaining Existing Business of Pneumatics in Assigned territory.
- Active participation in the new product development and its Production of Grinding wheels.
- New product Business Development of new products across PAN India.
- Implementing various systems for tooling inventory and process checking with new system adoption.
- Study the customer application first and then make a drawing, after Molding checking feasibility.
- Regularly Conducting new product trials at customer end and co-ordinate accordingly with production.
- Research and development part of Abrasive products and its tooling's with the drawings.
- Animator of Plant Quality related daily programmed Quick Concern Resolution Team (QCRT).
- Various Concern Solving of Automobiles related to Product and Process.
- Formulating production and manpower strategies for smooth execution of production within time & cost parameters.
- Coordinating with various departments for ensuring the accomplishment of daily & monthly production targets.
- Executing cost saving techniques and modifications to achieve reduction in O&M expenditures and work within the budget.
- Maintaining quality standards, ensuring stringent adherence to quality standards, norms & practices.

EMPLOYMENT DETAILS

**Hilti India Pvt Ltd –
Technical Account Manager, Nashik
From 13th Aug 2018 to Present**

**SMC Pneumatics India Pvt Ltd, Mumbai, Maharashtra
From 9th Oct 2017 to 10th Aug 2018
Sr Sales & Application Engineer.**

Carborundum Universal Limited (CUMI), Mumbai, Maharashtra
From 21st Nov 2015 to 7th Oct 2017.
New Product Business Development and Application Engineer.

JOTO Abrasives Private Limited Satpur, Nasik.
From 1st Sept '2013 to 20th Nov 2015

New Product Business Development Engineer.

Mahindra & Mahindra Ltd, Satpur, Nasik
From 10th Aug'2012 to 10th Aug'2013

Graduate Trainee (Manufacturing Quality Assurance)

Highlights of Professional Experience:

- Hilti India : Technical Account Manager for Domestic Region based at Nashik (Aug 2018 to Till Date)
- SMC : Sr. Sales & Application Engineer for Pneumatic Products for Mumbai Central Region(Aug 2017 to Aug 2018)
- CUMI : Product Manager of Internal Grinding Wheels Business Development across PAN India.(Nov 2015 to Oct 2017)
- CUMI : Application Engineer for Karnataka Region Non Standard Grinding Wheels.
- JOTO : Assistant Manager New Product Development.(Sept 2013 to Nov 2015)
- JOTO : Assistant Manager Quality Assurance.(Sept 2013 to Nov 2015)
- M & M : GET in Manufacturing & Quality Assurance.(August 2012 to August 2013).

TRAININGS

- Attended trainings on Drawing Packages such as:
 - Pro-E from AR technology, Nashik
 - Auto CAD from Master Info Tech, Nasik.
 - In plant Training at Jitendra Motors service Centre.
 - Chennai IIT Training for System Thinking Approach.
 - Grindsonic Appratus Training Chennai.

EDUCATION

Sr No.	Education	Name of University / Board	Passing Year	Percentage	Grade
1	B.E Mechanical	Pune University	2012	67.90	Distinction
2	Diploma in Mechanical Engineering	M.S.B.T.E	2009	83.45	
3	S.S.C	Nashik	2006	75.76	

ACADEMIC PROJECTS

Title: 'Automation of Single Spindle Automat 'carried out at AAA Engg services Ambad, Nasik.

Highlight: The project basically dealt with automatic loading & unloading of automats (automatic lathes) with the use of pneumatic job feeding system. Implementation of FMEA (Failure Mode Effect Analysis) principles for the pneumatic feeding system that we have implemented for automatic loading of jobs.

PAPER PRESENTATION

- Holds the distinction of presenting a technical paper presentation on 'Alternative Energy Fuels at MIT College, Pune.

IT SKILLS

- Well versed with MS Office, Excel, PowerPoint, Pro-E, AutoCAD, ANSYS, MATLAB and Internet Applications.

LAURELS

- Secured:
 - 1st Position in Top Sales Club in 2019, 2020, 2021 Year HILTI India Ltd
 - 2nd Runner up in Sales Growth of Thane Region Business SMC Pneumatics Ltd
 - 1st position in National Level Event held at KK Wagh, Nashik for the Roborace Event.
 - Active Volunteer in Gathering committee for all three years of Academics.

PERSONAL DETAILS

Date of Birth : 26th April, 1991
Present Address : Roongtha Township Phase 4, Flat no 105, Rajiv Nagar, **Nasik - 422009**
Languages Known : English, Hindi, and Marathi.
Current Location : Nashik
Previous CTC : 11,50,000/-
Reason for Change : Looking for new opportunities.
Interview Availability: Within 7 Days
Joining : within a Month
Relocation : Ready to relocate Outside India.

"I hereby agree for my personal data, included in my job application, to be processed in line with the needs of recruitment, in accordance with the Law on Personal Data Protection of 29th August 1997 (Law Gazette from 2002, No.101, heading 926, as amended)."