

## CIRRICULUM VITAE

### **Abhishek Shankar**

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### **OBJECTIVE:**

**“Totake up the responsibilities of a Mechanical Engineer where I can make effective use of my mechanical knowledge in a high and efficient manner”**

### **WORK EXPERNINCE:**

#### **1. SUNTEC AGRI EQUIPMENT INDIA PVT LTD**

SEP 05, 2022, TO DEC 28, 2024

##### **Sales Job Description:**

1. I Will take care South Karnataka dealer network
2. I Will introduce new product to the dealer
3. Product order from the dealer
4. Demo Organization Dealer place
5. Monthly Target Discussion with dealer
6. Stock maintains with dealer shop
7. Agriculture dept Horticulture dept & sericulture dept visit

#### **2. MTD INDIA PVT LTD**

SEP 02, 2020, TO JULY 28, 2022

##### **Sales Job Description:**

1. I Will take care South Karnataka dealer network
2. I Will introduce new product to the dealer
3. Product order from the dealer
4. Monthly target discussion with dealer

#### **3. ADVANCE BOLTING SOLUTIONS PVT LTD**

DEC 2019 TO AUG 2020

##### **Sales Job Description:**

1. Successfully managing sales and business management Process of tools required
2. Solutions Pitch, Negotiate and close the deal
3. Deliver product marketing presentations to clients
4. Periodic sales Report Inclusive Forecast Successfully
5. Handle projects at various levels & answer their technical queries
6. To Take up vendor Approval Process with Prospective Clients
7. Set up appointments with the elite pool of clients in the company database

#### **4. luna Bearings automation and power transmission (Mindman pneumatics)**

**Feb 2019 to Dec 2019**

**Sales engineer**

- A. I'm take care karnataka B2B sales and area wise dealer appoint.
- B. Payment follow up.
- C. Negotiations discussed with customers give discount get orders
- D. Peumatics products delivery follow up.
- E. Existing and new customers meeting weekly planing wise

##### **Major customer**

**A. Milltech machinery**

**B. Buhler india**

**C. KTTM**

**D. TOYOTA ENGINE DIVISION**

**E. HOMAG INDIA**

**F. HHV VACCUM**

**G. KENAMETAL**

**H. DISA INDIA**

**I. BFW**

**J. SOUTHERN ELECTRICS**

**K. VOLVO INDIA**

**L. HONDA 2 WELLER**

**M. TITAN ENGINEERING**

**N. TVS**

**O. NEXTEER AUTOMATION**

**P. SANSERA**

**Q. COSMO INSTRUMENTS INDIA PVT LTD**

**R. KIET TECHNOLOGY S.**

**JOGNICS**

**T. BISEES INDUSTRIES**

**U. LIVEGOENGINEERIG**

#### **5. Ratnagiri impex pvt ltd bangalore**

**December 2016. To. Feb2019 ASM**

**sales dept**

- 1.im take care complete karnataka appointing dealer district wise**
- 2.goverment JDA agriculture dept visit and get indent.**
- 3.takr care dealer keeping stocks maintaining**
- 4.itmes orders will take in karnataka products.**

#### **6. ADVANCED BOLTING SOLUTIONS PVT LTD, Bangalore**

**Nov 7 2014 to 5 August 2016 (1.9 year)**

**Engineer Sales( Engineer Product and Applications)**

##### **Sales Job Description:**

- 1. Successfully manage sales and business managm Proceof tools required
- 2. Solutions Pitch, Negotiate and close the deal
- 3. Deliver product marketing presentations to clients
- 4. Periodic sales Report Inclusive Forecast Successfully

5. Handle projects at various levels & answer their technical queries
6. To Take up vendor Approval Process with Prospective Clients
7. Set appointments with the elite pool of clients in the company database

**Servicing Job Descriptions:**

1. Successfully manage all maintenance and attend service related queries
2. Suggesting BOM of tools required
3. Deliver product demonstration to clients
4. Answer their technical queries
5. Take care sales of spare parts and services
6. every day I have to planning goto client site.

**Major Clients:** M/s Volvo india, M/s Rashtriyaspat Nigam Limited(Vizag Steels), M/s Terax india, M/s Reliance Petroleum, M/s Acciona power, M/s BEML, M/s Rain Calcining Ltd, M/s Navel shipyard, M/s Hindusthan shipyard, M/s Ultratechcements, M/s BMM cements, M/s JSW steels, M/s Volvo india(hoskote), M/s MRPL.

**7. BNR pvt ltd, jigani, Bangalore**

**Maintance Engineer .**

**JOB DESCRIPTION**

1. Maintenance of CNC machines
2. Taking care of assembly line maintenance
3. I have maintained break down maintenance that all machine .
4. Montly one time we're managed prevandence work.

#### ACADAMIC SUMMARY:

- ▮ **Diploma in Mechanical** from **KSOU MYSORE**, in the year 2015 with 75% (FIRST Class).
- ▮ **ITI** from **CHANNAMMA ITC Hassan**, in the year 2011 with 63%(FIRST Class).
- ▮ **10<sup>th</sup> STD** from **SRI Nanjundeswara high school** in the year 2009 with 59%(second Class)

#### ENGINEERING PROJECT:

Topic: **“Lathe assembly”**

#### PERSONAL DETAILS:

Father's Name : Shankar Date

Date of Birth : 21/05/1993.

Sex : Male.

Languages Known : English, Kannada, Telugu, Tamil,

Marital status : Single

Hobbies : Playing Cricket, Travelling, Learning new languages

#### DECLARATION:

The information provided above is true to the best of my knowledge.

Place: Bangalore

ABHISHEK SHANKAR.

