

## RESUME

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- **KEY SKILLS** : Construction Equipment, Agri Equipments, Diesel Engines, Commercial Vehicles, Automobiles, Services & Spare parts, Industrial Sales, Dealers & Distributors, Automotive Components, Customers acquisition & retention, OEMs & distributor sales, Filters, lubricants, Domestic & export customers, Dealers management , Retail/ Corporate customers, Govt. Customers.

### BRIEF SYNOPSIS

Opportunity Looking for : Sales / Business Development

Preferred Location : Lucknow

- Qualifications : Mechanical Engineering (B.Tech. + DME) + BBA + MBA
- Total Experience : 16 Years

### TRAININGS

- Four months in-plants training at Kirloskar -Pune plant on diesel engine assembling, engine testing, troubleshooting of all aggregates of power generator, assembly lines of water cooled & air cooled diesel engines.
- Two weeks training at Greaves Cotton Ltd. Pune plant in diesel engines, spares, process & dealer handling.
- One week training at TIL- Caterpillar Kolkata plant & Electric Power Professional certificate course from 'Caterpillar University'.
- Attended training on 'Communication skills & executive effectiveness.'
- Training on Effective Sales Management & Presentation Skills.
- Undergone trainings for wireline winch, logging unit, Gas lift valves, stabilisers for Oil & gas industry.

### COMPUTERS/ ERP

- AutoCAD, Microsoft Office (Word, Excel, PPT).
- ORACLE ERP (Kirloskar).
- SAP , JD Edward (Greaves).
- CRM software (Caterpillar)

## ORGANISATIONAL EXPERIENCE

- **Kirloskar Oil Engines Ltd- Pune**
- **From 2003 to 2007.**
- **Territory Engineer-QA & Service (Pune, Lucknow, Delhi)**

- **Four months in-plant training** at KOEL Pune plant on all **assembling, troubleshooting, testing & components of diesel engines** (air cooled & water cooled), **diesel generators, fuel injection pumps, 5S, quality.**
- Done surveys, **service camps, dealer handlings, customer complaints** in major cities of **Western UP, Esatern UP, Delhi, Pune** regions.
- Coordinating between AGOEMS, **service dealers,OEMs** to get the desired feedback about product & customer satisfaction.
- Dealers like **Sam Power-Varanasi, Espiem Engines-Kanpur, Elmech Engineers-Kanpur, Jakson-Delhi, IEC- Chandigarh, Bhaskar Genset-Noida, Trading Engineers-Haridwar.**
- Attending customer complaints & resolving customer complaints within stipulated time defined by standards & maintaining **MTTR** accordingly.
- Conducting **system audits** of dealers on regular intervals to assess the **records** compiled pertaining to **customer complaints, records of Field Service Reports, MTTR, installation-commissioning report, enquiry registers, warranty, training to dealer technicians, spares forecasting, new service bulletins, customer feedback, job prioritising, workflow, claims, job cards, quality check points & mechanic meet.**
- Conducting service activities to promote sales of **spare parts, lubricating oil** & to bring underfold new customers.

- **Greaves Cotton Limited- Delhi**
- **From 2007 to 2009.**
- **Executive – Spares & Service Sales (Delhi NCR, North India)**

- Two weeks **in-plant training** at Greaves -Pune plant for all **diesel engines assembling, testing, troubleshooting, spare parts, sourcing, inventory** processes.
- Sales of **spares & lubricants** for Greaves Diesel Engines & DG sets upto 550 KVA in Delhi, NCR, UP,Uttaranchal, Haryana, Punjab, Rajasthan, J&K through **31 service dealers across North India.**
- Major customers includes both the **Govt as well as private customers** in North India & Govt. customers such as **13 BRD Air Force, 7 BRD Air Force, Border Roads Organisation, Railway Board, COD Agra,509 Army Base Workshop, NR, NER, ECR, CPOH, WSD, Garrison Engineers** & private customers.
- Outperform achievement in spares sales & collection targets.
- Handling **Govt. Contracts, Contractors, Departments, DGS&D rate contracts.**
- **Inventory management, cash discount to dealers, payment tracking, fast & slow moving spares, Annual , monthly budgeting & revenue projection, critical spares, forecasting,targets vs achievements, Part numbers updation & relevant circulars.**
- Dealers like **Power System Solution-Gurgaon, RS Powertronix & Radiant Engineers-Delhi, Ambika Power-Ghaziabad, Pinkcity-Jaipur etc.**

- **Tractors India Pvt Ltd (TIL Limited) – Sahibabad (Caterpillar DG sets business)**
- **From 2009 to 2013.**
- **Engineer- Sales (Noida & Western UP)**

- One week **training** at TIL **Caterpillar** Kolkata for Caterpillar engines , **its aggregates & features.**
- **Govt. tenders, bidding, bid preparation , tenders** Looking for new customer acquisition sales & marketing of **Caterpillar's DG set from 200 KVA to 3000 KVA** in **Noida & Western UP.**
- Responsible for generating leads, enquiries follow up, technical & commercial negotiations , order finalizations , payment follow ups, execution, offers & quotations for retail sales & corporate sales.
- Achieving targets , meetings with customers , internal enquiries status meetings.
- Surveys & visits to Industrial, Residential, Institutional customers for generating enquiries, technical & negotiation meeting & generating orders.
- Acquired mainly new customers in Noida & Western UP like M/s **DS Group, Minda Group, Dalmia Cement, System Air, Abhinav Printing, Pilkhuwa Water proofing, Superseal Flexible Hose, Sterling Publishers, Ansal Group, Complete Surveying Technologies, PME Transformers, Victor Component Systems, Prem Industries, Systemair, HCL Technologies.**

➤ **VE Commercial Vehicles (Off-roll- Pay Asia Management) – Gurgaon**

➤ **From 2014 to 2017**

➤ **DST – Sales HD Trucks -Trailers**

- Worked as Direct Sales Team- **Trucks Trailers** at Ghaziabad border, Dadri, Tughlakabad .
- Responsible for developing markets for **newly launched Volvo Eicher 35T & 40 T tractor-trailers**.
- Developing new potential customers ,finalising the sales & contacts with the financiers, body shop builders & transporters.
- Major transporters include **JSB Cargo, Shekhon Motors, Naresh Trailer service, Kaushik Roadways, Sethi Trailers** etc.

➤ **United Drilling Tools Ltd- Noida (Manufacturer of Oil & Gas exploration & drilling equipments)**

➤ **From 2017 to 2018**

➤ **Asst. Manager- Project & Turnkey Sales (Govt. & private customers, domestic & export customers sales)**

- Technical sales of Oil & Gas drilling equipments used for oil & gas exploration in onshore & off-shore rigs.
- Looking after sales of **Wireline winches, logging units, gas lift valves, stabilisers, downhole tools, mandrels**.
- Meetings with project consultants, oil & gas companies, tendering, export customers, domestic & Govt customers .Finding new upcoming projects & conclude them. Order follow up with **ONGC, Oil India** Ltd.
- Private Domestic & export customers enquiry, quotation follow up mainly to **USA , Middle East, Croatia, China, Singapore, Nigeria** customers.

- **Study Break**– Prepared for UPPSC Civil services exam from 2018 to 2023. Qualified Pre. & Main. Age over.

➤ **IFP Petro Products Pvt Ltd -Sahibabad . Based at – Noida**

➤ **From Apr-24 to Sep-24.**

➤ **Manager-Industrial Sales (Industrial lubricants & Fuel oil)**

- Technical sales & purchase of lubricants & fuel oil to industrial customers, **Automotive OEMs**, Pharma, **Auto components** manufacturer in Delhi NCR.
- Lubricants like hydraulic oil, gear oil, quenching oil, engine oil & fuel like industrial grade diesel, LDO.
- Major customers handled are **Goodyear Tyres, Maruti Suzuki, Escorts Ltd, Hero Motocorp, Tata, Honda Cars, Suzuki Motorcycles, JCB, Bosch Ltd, Satyam Auto, IST Ltd** etc.
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**Autocracy Machinery Pvt Ltd -Hyderabad**

**Location: Lucknow**

**From Nov-24 onwards**

**Area Sales Manager - UP & Bihar (Construction & Agri Equipments) + Punjab & Haryana**

- **Sales & Business Development** for tractor attachments based **construction equipment** such as **Trencher , Road Cutter, Hole Digger, Backhoe loader, Lake Cleaner & tractor attachments. Agricultural machinery** like **Infielder, Forklift**.
- Customer segments include **construction companies, equipment rental, civil contractor, Pipeline & Cabling contractor, sugar mills, farmers**.
- Tracking upcoming & ongoing **projects**, their **machinery** requirements, meeting with the **financers, equipment dealers & Tractor dealers**.
- **Tractor attachments** such as **Infielder, forklift** in agri segment.
- **Forecasting, sales leads follow up, payment follow up & closing the deal** with customer satisfaction.

**SCHOLARSHIP**

- Received '**Mahindra All India Talent Scholarship Award**' from '**Mahindra & Mahindra Ltd, Mumbai**' for studying **Mechanical Engineering**.

- PROFESSIONAL QUALIFICATIONS			
Degrees	University / Board	Institute	Year of Passing
Matriculation (10 <sup>th</sup> )	C.B.S.E. , New Delhi	Noida Public Sr. Sec. School, Noida	1998-99
Mechanical Engineering (Diploma)	Board Of Technical Education, New Delhi	G.B. Pant Institute Of Technology (Erstwhile G.B. Pant Polytechnic), Okhla, New Delhi – 20	1999-2002
Bachelor In Bussiness Administration (B.B.A.)	Annamalai University – AnnamalaiNagar	Directorate of Distance Education, Annamalai University	2003-06
Post Graduate Diploma In Business Administration (PGDBA) – Marketing	Symbiosis Institute Of Management Studies, Pune	Symbiosis Centre For Distance Learning, Pune	2006-08
B.Tech. ( Mechanical Engineering)	Rajasthan Vidyapeeth University	DDE, Rajasthan Vidyapeeth University	2008-11

**PERSONAL DETAILS**

Date of Birth : 02<sup>nd</sup> January 1984  
 Father's Name : Mr. Shiv Karan Vishwakarma  
 Location Preference : Lucknow  
 Marital Status : Married & having two kids  
 Salary Expectation : Negotiable

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