



CURRICULUM VITAE

SATYENDER

**MASTER OF TECH.
CHEMICAL ENGG.
Batch of 2012-14**

**NIT BHOPAL
INDIA**

PERMANENT ADDRESS

15-b, Gali number-8, Ambedkar Nagar,
Haider Pur , Shalimar bagh,
Delhi
Pin-110088

Correspondence Address

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Personal Data

Father's Name : Mr. Naubat Singh
Mother's Name: Mrs. Anguri Devi
Date of Birth : 20-07-1983
Sex : Male
Nationality : Indian
Marital Status : Single
Languages : English, Hindi

OBJECTIVE

To continuously enhance my knowledge and skills, by achieving professional and personal growth in all aspects of life and whatever responsibilities undertaken, by being an effective team player and a responsible leader.

EDUCATION

Professional Qualification:

PGDBA+MBA from Jaipur National University, Jaipur, (2016-2018)

M.Tech in Chemical Process Design at MANIT, Bhopal, Batch (2012-2014)

B.Tech in CHEMICAL ENGG. From H.C.S.T. MATHURA , Batch (2008-2012)

Academic Qualifications:

| Education | School / College | Board / University | Year of passing | Percentage |
|------------------------|-----------------------|--------------------|-----------------|------------|
| PGDBA+ MBA (Marketing) | JNU | JUN | 2018 | 75.87% |
| M.Tech (Chemical) | NIT Bhopal (M.P) | NIT (Bhopal) | 2014 | 8.83 CGPA |
| B.Tech (Chemical) | H.C.S.T. Mathura(U.P) | G. B. T. U. | 2012 | 71.60 %. |

EXPERIENCE

- Presently working as a **Sales Manager** at the site **Yanyang Chemical Pvt. Ltd.** from to Oct 2019
- Customer site Visit for Implementation and Technical Due Diligence.
 - Giving presentation and guiding for benefits of Products to customer
 - Negotiation for product price
 - Coordination with representatives of Companies and customer for collection of required data and solve their issues
 - Handling a team and new dealer develop
 - Tender Filling and handling Key accounts
 - **Product-** Industrial Chemical like, IPA, DMF, Solvent C9, PG, and etc

- As a **Sales Manager** at the site **Kaiser Industries. Ltd.** from March 2017 to Sep 2019
- **Highlights of Contributions:**
 - Coordination with representatives of Companies and customer for collection of data required for sale.
 - Telephonic communication with representatives of companies and direct customers
 - Effectively coordinate with all internal & external customers for all business.
 - Negotiation for entering into agreement.
 - **Product**-Specialty Chemical and additives like Emulsifier, Clients:-Pesticide, Fertilizer, Weedicide, Fungicide etc
- As a **Sales Engineer** at the site of **Goel Minerals and Chemicals Pvt. Ltd.** from to September 2015 to March 2017
- **. Highlights of Contributions:**
 - Achieve the Sales & collection targets for the region.
 - Create regional sales plan and implement in alignment with business objectives.
 - Develop and grow business relationship with Key customers, Consultants etc.
 - **Product**-Polymer , Pigments, Rubber Chemical, Clients:-Sports, Automotive, Hose etc
- As a **Marketing Engineer** at the site of **Syn Infoways &Ventures Pvt. Ltd.** from August 2014 to September 2015.
- **Highlights of Contributions:**
 - Recognition of R&D Lab by DSIR(Ministry of Science &Technology).
 - Giving presentation and guiding for benefits of recognition of R&D lab to customers.
 - Telephonic communication with representative of customer.
 - Preparation and submission of the document to the ministry.
 - **Product**-Service Provider, Clients:- all Industry

Achievements & Prizes

- Qualified **GATE** (CHEMICAL ENGG.) in 2011.

Publication & Conferences:-

- A Paper presented in **National Conference** entitled on “**Performance of Nano Crystalline H-ZSM-5 as additives in FCC Catalyst**” held in Savera Group of Institution Gurgaon (H.R.) on 27th **Apr. 2013**.
- A paper presented in **National Seminar and** entitled on “**Preparation of Bio and Plastic Waste**” held in Govt. M.S. Golwalker College, Rewa (M.P.) on 19-20th **Apr.2013** .
- A paper presented in **National Seminar** entitled on “**Polymer Coating in Steel: Old and New Techniques (A review paper)**” held in The Institution of Engineers, Bhopal (M.P.) on 3-5th **Jan. 2012** .

AREA OF INTEREST

- Sales & Marketing
- R&D

Additional Information / Achievements:

1. Appreciation certificate in “A workshop on Advance Tools for Material Characterization” (MANIT, “Bhopal (MP)”))
2. Participation certificate in “A workshop on Advance Tools for Material Characterization” (MANIT, “Bhopal (MP)”))
3. Participation certificate in “International Conference on Global Scenario in Environment and

Energy" (MANIT,Bhopal (MP)

4. Appreciation certificate in "International Conference on Global Scenario in Environment and Energy" (MANIT, "Bopal (MP)
5. Participation certificate in "MATLAB" (MANIT, "Bhopal (MP)").
6. Participation certificate in "Automation in Industry" "PhD Chamber Mpcon-Finestar and Konard-foundation" (Hotel Palash Residency, "Bhopal (MP)").
7. Participated certificate in "National Seminar on Emerging Trends in Higher Education" (Dr. K.N.Modi University,Newai (Raj.)
8. Participated certificate in Microsoft (Anad Engineering College, "Agra (UP)").
9. Appreciation Certificate in "Science Open Merit Test" (G.B.Sr.Sec.Sch, "Pitam Pura (Delhi)").
10. Participated certificate in "Science Fair" (G.B.Sr.Sec.Sch, "Pitam Pura (Delhi)").

TRAINING

- Summer training on **Fine Chemical Division** Plant at **Jubilant Life Science Ltd, Gajuraula (U.P.)**

PROJECT'S

- Project handled on **KINETIC STUDY OF ESTERIFICATION WITH ETHYLENE GLYCOL AND ACETIC ACID IN PRESENCE OF PARA TOLUENE SULFONIC ACID (PTSA)** from "**IICT(CSIR)**" in (M.Tech)
- Project handled on production of "**BIO-GAS BY WASTE**" by different wastes at present in (B.Tech.)

SOFTWARE KNOWLEDGE

- ASPEN⁺ and MATLAB(Learning)

Computer Skills:-

- Operating Systems: Windows XP, Windows 7,Windows 8
- MS Office –Word, Excel etc.

INTREST & HOBBIES

- Playing Chess & Cricket
- Traveling
- Internet surfing

KEY STRENGTHS

- Self motivate.
- Positive Attitude towards life.
- Capacity to deal with stress.

DECLARATION

I hereby certified that all information provided here is correct to the best of my knowledge and belief and I promise to abide by the norms laid down by your esteemed organization.

Date:

Place: DELHI

(SATYENDER)