

RESUME

KAUSHALRAJ SINGH CHOUHAN

Contact no. 0 810-922-5707

26,Kailash Nagar, Dhar, (M.P.)

Email ID: kaushalraj.singhchouhan@gmail.com

OBJECTIVE:

To utilize my full potential and contribute my best efforts for a system-oriented organization and to achieve higher career growth through continuous learning process.

Work Experience:-

- **Shakti Pumps (India) Ltd, Pithampur (M.P.).**
- **Designation** Senior Executive (Solar OEM Sales)
- **Duration** from June 2013 to till Date.

JOB DESCRIPTION & RESPONSIBILITIES:-

SALES –

- Business development by self-generating the sales lead of his region and convert the lead into customer.
- Getting Orders from existing customers of Solar Pumps, Motor & Controller.
- Successfully execution of all existing orders of Solar Customer which includes Order Negotiations, Order finalization, Order booking, Planning of Dispatch, Coordinating with Branch regarding billing.
- Converting all the inquiry related to solar pump, Motor & controller by sending quotation, visit to the prospects, Techno-commercial negotiation and finally converting the prospects into customer.
- Retaining all existing customer and increase sales volume with existing customer
- Attending all the pre-bid pertains to Solar Water Pump.
- A strategic planner in project and product marketing.

- Effective communicator with assertive and strong leadership qualities and analytical.
- A strategic planner with competency in devising significant solutions and project development.
- Expertise in making professional relation with clients and dealers. I personally believe in surety of work and satisfaction of customers.
- Manage activities pertaining to negotiating/ finalization of deals for smooth execution of sales & order processing. Provide service support to clients and resolving their issues/ concerns.

SERVICE-

- Responsibility of Solar pump set, site installation and resolve problems.
- Planning and scheduling for control and improve service performance.
- Survey, preparation of rout alignment drawings. Preparation of site route maps.
- Handling Installation & Commissioning and logistic issues with client.
- Monitoring customer complaints through Customer Satisfaction Index (CSI).
- To Conduct Training for dealer service team in improving their functional and behavioral skills.
- Workshop handling & management (All activity of shop floor).
- Provide parts & service support for warranty to the customer.
- Field failures – investigation & analysis.
- Establish strong business relationships with dealers & customers.
- Developing the knowledge and solve the various problem related to service.
- Problem solving ability and Records maintaining.
- Handling PHED and Government complaints related with products.
- Compliance of safety related activities on daily basis for Customer as well as our own dealer service team
- Field report collection, data verification with standard.
- Responsible for HO and client queries.

TECHNICAL SKILL SETS:-

- Efficient working knowledge of **SAP**
- Efficient working knowledge of Design Software **Auto cad**.
- Efficient working knowledge of Design software **Pro-e**.
- Turbo Machinery.

EDUCATION RECORD:-

4-year degree in **Mechanical Engineering** from Central India Institute of Technology Indore at **RGPV University Bhopal**.

2012	B.E.(Mechanical) Central India Institute of Technology Indore (M.P.)	65%
2008	Std 12th , Govt. School of excellence , Dhar	62.89%
2006	Std 10th , Govt. School of excellence , Dhar	66 %

MAJOR PROJECT DESCRIPTION:-

- **Name:** "To use of unidirectional Drive for producing electricity"
- **Functionality:** The output shaft of this unidirectional drive rotates in same direction at all time without regard to the direction of the rotation of the input shaft. Use of this shaft in tidal turbine for producing Electricity.

EXPERTISE QUALITIES:-

- Leadership and Team spirit Quality.
- Positive attitude.
- Confident & great learning skill.

EXTRA CURRICULAR ACTIVITY & ACHIVMENTS:-

- Done two National camp of **NCC**.
- Certified by **NCC 'A' grade** Certificate.
- Done four annual training **NCC** camp.
- Certificate of diploma in computer application by **CITA**.
- Got first prize in treasure hunt in my college tech-fest.

LANGUAGE KNOWN:-

- English
- Hindi

HOBBIES:-

- Visiting historical places.
- Ridding bike.
- Listen Music.

PERSONAL INFORMATION:-

Father's Name	Shri Chandansingh Chouhan
Mother's Name	Smt. Kiran chouhan
Date of Birth	14 Sept.1990
Permanent Address	26,Kailash Nagar, dhar (M.P.)
Contact No.	08109225707 09407139924(H)

DECLARATION:-

I hereby declare that the above information given by me is true to the best of my knowledge.

Date:-.....

Place:- Indore

Signature

(KAUSHALRAJ SINGH CHOUHAN)