**SATYANARAYANA SARMA M,**

Plot No 38, D no 10-6, E-Mail: sarmadandh@rediffmail.com

G C C Employees Colony, **sarmadandh@rediffmail.com**

Kommadi Road Madhurawada, Mobile no: **+918367612043**.

Visakhapatnam, Andhra Pradesh, Pin: 530048.

* **RESUME HEAD LINES**

I M S N Sarma having 23 years of experience in Industrial Marketing in entire AP and part of Chennai.

Out of 23 years experience

I have 14 years exposure in conventional electrodes , low heat input maintenance electrodes .

And Welding ,cutting machines and personal protective equipment .

I have come across Industrial Valves , Isolators , Dampers , Actuators n Water Filters in my

7 years of 23 years life .

I have also tasted the life of Marketing domestic pumps n submissive in a just span of 1 year .

I am now in Industrial Safety Items as a Regional Manager Corporate sales all over India and handling

All Andhra .

I have learned a lot of sales strategies during my small life of marketing

And this gurney given me confidence that I could able to sell any Industrial mech electrical base

Components conveniently .

I have attended lot of training classes regarding each company profiles ,products n achievements .

I have also undergone HR , Personal management , Industrial Engineering ,behavior wise classes

Like Assertiveness , aggressiveness n possessiveness.

I too conducted seminars , workshops ,training classes to customers n fresher’s in ADOR ,D&H , FOURESS

L n T valves etc companies .

Right from beginning I use to interact with all of them .

Major EPC, Consultants ,Contractors ,PSU ,Corporate sectors ,TPI ,Agencies .

Those are located in entire India .

They generally procure all materials machines etc centralize purchase from their Registered offices n Head offices .

I was very active in getting inquiries from such a parties by approaching their site people n corporate people and negotiating them to get orders .

In this process I have parallel developed lot of contacts .

**EDUCATIONAL QUALIFICATION**

1. **SSC : I st Class in SSC 10TH Class in 1990**
2. **Mechanical Engineering : I st Class Diploma in 1992-1995.**
* **PERSONAL INFORMATION**
* Father’s Name : (Late ) shri M.V.S.Sastry
* Date of Birth : 12.04.1975
* Nationality : Indian.
* Marital Status : Married
* Languages Known : English, Telugu, Hindi & Tamil.
* Passport Status : B3011518 & M7739301
* Permanent Address : **D NO: 10-6,**

 **G.C.C.Employees Colony,**

 **Madhurawada, Kommadi Jn**

 **Visakhapatnam-530048**

* **AGARSON INDUSTRIAL SAFETY PRODUCTS ,VISAKHAPATNAM**
* **aDDRESS : agarson industrial safety products**

 **Bahadurgarh, haryana**

* a. Designation : **Regiona**l **Manager –Corporate Sector**
* b. Experience : Jan 2018 to Till Date

**Job** **Responsibilities:**

I am responsible for entire Andhra Pradesh area and corporate sector of INDIA for all range of safety shoes etc

Its an Haryana based MSME company. As per ISI n ISO .

Handling all Public Sectors , EPC Contractors , Consultants , Major and Minor Fabricators in entire Andhra Pradesh and India .

**My rESPONSIBILITIES ARE**

* **hANDLING A TEAM IN ANDHRA AND ALSO DEVELOPING DEALER NETWORK.**
* **developing dealers in ap districtwise and supporting them by directing inquiries.**
* **registering and establishing company in govt organizations like**
* **RINL BHEL NTPC NMDC HSL NAVY DGNP APGENCO ONGC GAIL NMDC UCIL CPRO MQD**

**CQAE NSTL SHIP BUILDING VPT DGIL ETC.**

* **Handling GEM site and quoting tenders in e portal**
* **handling all india corporate sector LIKE**

* **lnt adani jsw tata spic etc**
* **following up for cement steel pharma automobile sectors to generate inquiries TO ACHIVE TARGETS.**

* **daily review with ho for stocks**
* **daily review with my team for inquiries**
* **daily review with dealers for orders follow up**
* **attending customer claims n complaints**
* **attending ceminars**
* **conducting get togethers with customers**
* **VISITING SITES ACROSS INDIA LIKE HPCL JINDAL ETC**
* **MEETING ON TIME DELIVERY**

**customer base :**

**sTRENGTH CUSTOMER BASE BY DEVELOPING DEALERS IN EACH DISTRICT WISE**

**GENERATING INQUIRIES FROM STEEL ,SUGAR ,PAPER ,POWER, PHARMA, NAVY, ONGC**

**KAKINADA SEA PORT ,GAIL ,SEMB CORP ,KCP CEMENT , BHARATHI CEMENT , ULTRATECH**

**CEMENT, PENNA CEMENT , ZUVARI CEMENT , APGENCO, GRANITES IN ONGOLE ETC.**

* **ador welding limited vISAKHAPATNAM**

 **Address : ador HOUSE,**

 **6k dubash marg**

 **fort**

 **mumbai 400001.**

 a. Designation : **Deputy Manager –Visakhapatnam covering entire AP**.

 **For welding equipments ,Pune manufacturing plant .**

 b. Experience : Nov 2014 to Jan end 2018.

**Job** **Responsibilities:**

 ADOR Welding LTd one of the largest and old welding company formerly Known as **Advani –Oerlikon**.

It is a one of the big group established in welding machines ,welding electrodes , fabrication ,Major Cutting

Equipments etc . As per AWS Spec.

I am responsible to cover a team located in entire Andhra Pradesh area ,for all range of **Welding Equipments, Cutting Equipments, Personal Protective Equipments and Welding Accessories**.

ADOR is very famous in Inverter , Thirstier and Diode based machines .

**My responsibilities and developments as below :**

I have handled a team generating inquiries from even a small customers and getting orders .

I have developed direct marketing network apart from Dealer n Agency teams, by putting my efforts n contacts.

I have developed market as below along with my team each category wise .

1. 400 Amps Inverter Machines – Sold to all Major Ancillary units of BHEL, HPCL,Vizag Steel, Power Plants.
2. 400,600 amps Diode based arc welding machines : Generated business in Government Organizations like HPCL , Hindustan Ship Yard etc also major steel Foundries contractors for **gouging operation** .
3. TIG Welding machines : developed MNC units and precision customers like US based company Hobel

Bellows , Flash Forge ,Sujana Engineering etc in Visakhapatnam ,Govt ITI institutions in Vijayawada .

1. Inverter based MIG machines :covered n created business from HBL, Autonagar fabrication

In and around Vizag , Shirdi Sai Transformer manufacturers , Mithra Kyo Kuto ,Vijayawada Ready Mix equipment manufacturer etc .

1. Plasma Cutting Machines : Because of my continue focus and visits Reliance ,Kakinada Plant placed order for Plasma Cutting machines .
2. 200 Amps Inverter based machines : Got business from ,welding Training Institutions , contractors

In Autonagar Vizag ,also major contractors like NCC , P L Raju construction , Tata Projects etc in

Nellore power plants ,some power plants purchased directly like Sembcorp, Meenakshi Power

AP Genco in Nellore.

1. SAW Machines : Put my all efforts to sell SAW Machines for various Power Plant , BHEL Contractors

Like Indwell , Thandava Laxmi fabricators etc.

1. Cutting Machines : King Cut for Gas n Plasma based cutting machines sold to DOZCO,Vizag etc customers.
2. Welding generators 300 , 400 and 500 Amps : I have visited lot of major Pipe Line contractors and developed market for Diesel Operated and Motor Operated Welding Generators Silent Challenger 400

Supergen 320 .

I have also received firm orders from **Thriveni Contractors** for Polavarm dam and Pipe Line on Godavari river , Jaya Spun Pipes ,Guntur ,Indian Hume Pipe,Rajhamundry ,**Narmada eng** ,Kakinada who was doing off and on shore gas projects etc.

* **My Achievements:**
* **I have developed market for machines in Vizag Steel by selling 17 no of 400 AMPSINVERTOR based machines To RINL by incorporating VRD ( Voltage Reduction Device ) in Vizag Steel Spec and influencing steel plant to made compulsory of VRD in each machine .**

**And making steel to reject local and price wise lowest companies in Tech BID .**

* **In cross country pipe line welding organizing RINL steel plant technical team to refuse**

**Local machines as their fuse off regularly due to voltage fluctuations with Genset .**

* **We made a trump card FOOT PEDAL to sell TIG PULSE machines with foot pedal for precision welding .**
* **Generated queries n orders for 600 amps Diode based machines for granites n foundries gouging application .**
* **Achieved targets of Columns , booms n supporting rollers along with SAW machines to major fabricators .**
* **I have developed Polavaram dam , Pipe line contractors by selling Thyristor , generators machines .**
* **For Amaravathi project I sold inv machines to L&T n Shapoorji.**
* **To ITD Cementation for vizag port berth construction we have sold welding generators .**
* **For AP Mineral we have sold welding gensets**
* **Also sold Personal Protective equipment to HPCL contractor M/s Srujana Eng,Vizag.**

**My Roles**

* **Appointing New dealers**
* **Developing Core sector business and their contractors**
* **Handling Team entire AP**
* **Conducting local workshops with Technicians n Engineers**
* **Organizing seminars**
* **Identifying new applications**
* **Trail demo of IMP machines**

* **Very Imp arranging Servicing Team against customer complaints**
* **Target Vs Achv discussions with in team**
* **Monthly meeting conducting and attending with higher officials .**

* **D&H SECHERON ELECTRODES LIMITED**

 Address : 44-46, INDUSTRIAL ESTATE,

 Kila Maidan,

 INDORE-452006

 a. Designation : Sr.SalesEngineer, Visakhapatnam.

 b. Experience : Nov 2013 to Nov 2014.

**Job** **Responsibilities:**

I have rejoined in D&H Secheron Electrodes and shifted from Chennai to Visakhapatnam

 because of personal responsibilities **. As per AWS Spec.**

D&H Secheron Electrodes is a Indore based company having all Welding Electrodes

And Welding Machines .

My responsibilities and main focus was in developing new customers for electrodes and especially for All Inverter based Arc welding ,TIG welding ,pug cutting , MIG **welding machines** .

I was visiting all major customers in and around Visakhapatnam, Vizianagaram and Srikakulam, generate inquiries for all types of welding electrodes and **welding machines,** interact with our authorized dealers to submit suitable offers to get orders. Apart from Vizag Steel, I was visiting NTPC, HPCL, HSL and CFL etc major companies, my main objective to develop new customers and concentrate on up –coming projects – mainly in Parawada Pharma Zone , Autonagar all major fabricators and erectors which are ancillary to Vizag Steel ,HPCL and BHEL .

**My Roles.**

* **Organizing 5 members team in coastal ap**
* **generating inquiries for welding electrodes n machines**
* **handling service team**
* **major ancl units to vsp bhel navy shipyard etc**
* **developed ntpc nalco j k paper etc**
* **developing dealers**
* **on time delivery**
* **conducting meeting with dealers**
* **internal meetings with staff**
* **developing customer relations .**
* **L&T AUDCO INDIA LIMITED**

 Address : B-8, MMDA Industrial Area

 MARAI MALAI NAGAR,

 KANCHIPURAM DISTRICT,

 TAMILNADU, Pin: 603209.

 a. Designation : Sales Coordinator -Chennai

 b. Experience : 13th July 2007 to 2nd Nov 2012 **.**

**, My Responsibilities :As a Sales – Coordinator -Pre Order & Post order Activities:**

L&T Valves ( Joint Venture of Flow serve USA & L&T India brand name as Audco Valves ) was a 500 crores

Turn over company in L&T group. As per API 6 D ,ASME n ASTM.

My role in **M M Nagar Plant** ,Chennai for PLUG Valves was interacting with customers for Inquiries and submitting quotations negotiating with them for order finalization through our marketing team, Tender submissions through emails and customer portals. Once order is finalized entering into our SAP through our marketing team.

After entering order into AIL SAP –follow up with our R&D for submitting GAD s – QC for QAP (Quality Assurance Plan).

Submitting the same to the customers – before submitting to them again verifying whether all special requirements like RT % ( as per ASME B 16.34) against quantity, Impact Test being carried out whether – for Zero degrees or for minus twenty nine, UT etc are captured are not .

Once QAP GAD submitted follow up for commented QAP n GAD , providing clarifications and incorporating comments as per Tech Spec.

To Meet –On Time Delivery ( OTD) – daily –shift wise interactions with Purchase people for the casting status , with Planning people for their plan daily basis , Production for final valve readiness.

Also visit customer places all over India along with Sales and Service Engineers ,customers like all

Major Steel plants ,Power Plants and all Refiners (IOCL,HPCL and BPCL) etc.

I was also handling EPC contractors , Consultants , Major Customers across India who was visiting

 Our Plant for training ,expediting status of valves . I was taking them and explain all manufacture procedure .

Once valves are ready arrange TPI Third Party ( TPI) inspectors for valve testing ,TPI like Lloyds , BV, DNV, TUV surd n Nord ,M N Dastur, EIL , Reliance Inspection team etc , submitting them Valve GAD , QAP ,Foundry reports, Consultant Specifications , Valve manufacturing procedure as API n ASTM norms ,gauge calibration of

Valve Test Stand , showing valve thickness , seat and shell test and finally receiving IRN ( Inspection Release Note ) to dispatch valves .

As I use to handle a team of

* Pre Tendering for order generation from customer portal
* Quality team for QAP
* GAD for R&D
* Purchase for castings or forgings and TPI 3.2 version follow up , capturing RT,IMPACT ,MPI

RT UTI Chemical n Mechanical Test certificates .

* Planning for Castings n production plan
* Sub Contracts As per API 6D ,ASTM B 16.34 , Flange Holes drilling size etc , lapping

Suiting blue match etc to follow up with sub vendors n attending them .

* Quality for Spec to interact with TPI
* Getting release note from TPI
* Arranging Painting grit blasting inspection
* Dispatching final products along with Road Permit .
* Finally conducting classes to customers taking them shop floor visit etc.

* **KIRLOSKAR BROTHERS LIMITED**

 Address : Ujjain Road

 DEWAS – 455 001 ,Madhya Pradesh

 a. Designation : Asst Manager, Visakhapatnam

 b. Experience : 31st Dec 2005 to 5th June 2007.

 c. Profile of the Organization : Kirloskar Brothers Ltd was a 4000 rores turn over group

 They have domestic ,Industrial and Agriculture Pumps at Dewas Plant near Indore MP.

In KBL ,Dewas division I have handled all builders ,dealers ,sub dealers , retail hard ware outlets ,Manufacturing plants

 Banks those provide loans to Formers , meeting rural area Electricians , SC ST commits Panchayatijaj committees

 All dealers in urban and rural area of coastal Andhra . All Major Industries Steel ,Sugar, HPCL etc to generate Inquiries.

* **FOURESS ENGINEERING INDIA LIMITED**

* Address : 22,Mahalaxmi chambers,

 Bhulabhai Desai Road

 Mumbai-400 026

* a. Designation : Senior Sales Engineer, Visakhapatnam
* b. Experience : 6th Sep 2004 to 29th Sep 2005.
* c. Profile of the Organization :

Fouress Engineering based at Mumbai was a 200 crores company having plants at various places as

below mentioned .

 Plants list located in India

 01.Bangalore :for Butterfly Valves , Control valves etc

 02.Thane plant : for Gate Globe Check Valves etc

 03. Aurangabad :for Hot Blast Valves for Steel Industries , Google Valves for HPCL BHPV etc

 Also Double Disk Fabricated Gate Valves for Coke ovens SMS etc in Steel Industries .

 04. Chennai Plant :for Gate Valves for all Gas n Petroleum Refiners .

 05. Boving fouress Bangalore :for Isolates and Dampers use to erect in between Steam n Gas Turbines

 In Power Plants .

 06 . Bombay Eng ,Bangalore : for Actuators

 07 . Amiad Trading division : for water filters importing from Israel.

 08. Dorot Valves : for valves suitable to Irrigation Department .

* I have handled and sold all above products in Visakhapatnam and also covered Hyderabad In Vizag

Area Vizag Steel Plant ,HPCL,BHPV , etc in Vizag , In HYD BHEL ,Thermal Systems , NCC etc in Hyderabad .

Butterfly Valves in IVRCL TPL NCC .

Also Meeting Vizag Steel Project team for Amiad Water Filters, collecting water samples in TPP (240 MW Captive power plant located inside steel plant).

Also submitting all Drawings once after receiving order, follow up for their approvals, executing order, dispatching materials follow up for payments and C form.

To sell Dorot Valves we use to visit Irrigation department , Indian Hume Pipe co etc in East n West Godavari districts

Visiting Gas based and Thermal Based power Plants for Isolators and Dampers.

I have handled EPC commissioning firms , Major Contractors like Sujana Engineering in Vizag ,Thandava Laxmi in Vizag Industrial area, Work shops in Autonagar & Consultants .

For GCC ( Gate, Globe and Check valves )Valves I was covering BHPV & BHEL and their ancillary units in HPCL n BHEL etc.

* **TECH INTERNATIONAL L.L.C,.**

 Address : P.O.Box 3390,Dubai,

 U.A.E.

 a. Designation : Sales Engineer, DUBAI

 b. Experience : 05 Dec 2003 to 1st Sep 2004.

 c. Profile of the Organization : Tech .International is a 25 year old organization authorized agents for EUTECTIC ELECTRODES ,HARDOX WEAR RESISTANCE PLATES-SWEDEN,VAUTID CLADED PLATES-GERMANY Etc,.. Mother unit is in OMAN ,spread their trading operations throughout UAE,KATHAR ,SAUDI and YEMEN.

I have handled customers in **DUBAI** located at **Aweer,alkoz workshops Jebbalali free zone** ready mix plants Gas and crud oil off shore & on shore customers .

I was visiting Dubai ( Dubai Aluminum plant ) , Dubai dry dock yard , Dubai water desalination plant

Cement Industries , Ready Mix plants and workshops for Hardox ,Sweden wear resistance plants Vautid Germany claded plates for Ready mix plants chutes , inside batching plates and Silos .

I have sold Select arc Silver and Brazing Alloys , handled American and British organization

Like RMC Ready mix , Al Nabuda , Phenoix castings

* I have generated inquiries in Jebalali cement for HARDOX PLATES, Swiden
* I have received orders fro Jebalali Oil fields for Silver brazing alloys , Select arc France
* I have received orders from M N C RMC ready mix , Alnabudha for Vautid Germany
* I have developed Phoenix,Bartawi Six Construct etc for Select arc
* I have developed Q MIX etc in Aweer autonagar
* Generating inquiries from Unimix, Altazar glass etc
* Developing customers in Palm Iceland
* Developing Dubal Dry Docks
* Developing Jebalali port .

* **D&H SECHERON ELECTRODES LIMITED**

* Address : 44-46,INDUSTRIAL ESTATE,

 Kila Maidan,

 INDORE-452006

* a. Designation : Sales Engineer,Visakhpatnam.

* b. Experience : Jan 2001 to 29 Nov 2003.
* c. Profile of the Organization & Responsibilities :

* D&H it was a 85 crores turn over company during 2001-2002 year located in Indore . **They were the largest manufacturers of E-7018 Supratherme** Electrodes and pioneers in conventional electrodes like E 6013, E6010, E 8018, E9018 & E10018 for erecting, pipe line and projects.
* Also familiar in Low Heat Input Alloys to handle unknown alloys components in all major industries like shafts
* Some type of flanges ,Pump seat area ,compressor ,pipe line leak arrest in corrosion area.
* In D&H Secheron Electrodes I have handled following customers in and around Visakhapatnam, Srikakulam, Vizainagaram, East Godavari & West Godavari Districts.
* I have handled **Vizag Steel Plant** (in D&H) all departments Raw Material Handling Plant , Coke Ovens ,Sinter plant , Blast Furnace , **Steel Melt shop** ,wire rod mills also central work shop & indenting department etc contributed to include CI (Pure Nickel) CI (Non machinable Fe-Ni alloys ) & alloy steels etc in their APPLICATION CHART ( Basing on this chart they will place orders for each department )for SMS Ladder ,looper rollers ,sinter plant pumps , coke oven multi port outlets .

I have developed Steel Plant department wise flow chart as below

1. RMHP ( Raw Material Handling Plant)
2. Coke Ovens
3. Sinter Plant
4. Calcinating
5. Blast Furnace -3
6. Steel Melt Shop
7. Wire Rod Mill
8. MMSM
9. LSMM
10. Central store
11. Central workshop
12. Plant design
13. Welding team
14. Indenting team
15. Materials
16. Spare Parts cell
17. ED Works team
18. TPP.

Vizag Steel Indenting department places order based on Welding Committee comments given in their

Application Chart .

Application chart is a bible for all end users to select electrode s from chart .

 I have also handled HPCL ,Vizag for Ni Fe Cr 3 electrodes , Coromandle Fertilizers for Alloy 20 electrodes , Navy for E 10018 High Tensile strength electrodes .

I have developed market for D&H in **East and West Godavari districts** also ,

I have handled below major customers

Reliance Power sold electrodes to Spicjel Chennai ,dowell erectors Tamilnadu for boiler etc components

Spectrum Power , ONGC ,Rajahmundry , GAIL pipe welding by direct or and through contractors .

Cairn Energy located at Krishna Godavari Basin and developed electrodes for off shore crude oil storing Tanks n Pipes . Godavari Fertilizers for 316 ,316 L ,317 SS electrodes for their Ammonia Plant which is highly corrosive .

* **Meta fuission pvt LIMITED**

* Address : 36,Indiranagar Commercial Complex

 Bangalore-560 038

* a. Designation : Sales Engineer,Visakhpatnam.

* b. Experience : June 1996 to Jan 2001.
* c. Profile of the Organization & Responsibilities :

Metafussion pvt ltd is an NRI company ,located at Bangalore as a small scale company , they are **pioneers in Ni Rest ,Ni Hard** slurry pumps and Ash Handling **Pumps reclamation** in Steel plants ,Power Plants , Sugar ,cement etc Industries .

* **In Vizag Steel Plant** I was handling majorly BF ( Blast Furnace ),Coke Ovens and SMS (Steel Melting Shop)

departments for Pumps reclamation .

* Also handling captive Power Plants in Vizag Steel NTPC Ash Handling and coal Plant Pumps and casings reclamation with Ni hard and Ni resist welding alloys, Multi port outlets , Mill discharge valves welding with Alloy steel welding electrodes .
* My Responsibilities to generate inquiries for CI CS components reclamation and maintenance .
* My responsibilities to generate inquiries and convert them to firm orders from Steel ,Sugar, HPCL, LG Polymers ,Ancillary units of BHPV , Coromandal Fertilizers and Navy for Low heat input welding electrodes .
* Also to suggest welding electrodes to handle **wear factors** in various plants for corrosion ,abrasion ,cavitations etc resistance by recommending SS 308 , 316 316 L(Low carbon) ,CI, Mn Had field electrodes etc.

M.S.N.Sarma.