

SARANG O

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Objective

An ambitious professional with proactive approach to career development and willing to travel around the world for project. Currently looking to join a dynamic company of dedicated and hardworking professionals who are committed to deliver a high-quality engineering services.

Experience

IPA Pvt. Ltd.

01/08/2021 - 02/02/2022

Application Manager - Marketing

- *Managing team with development and implementation of marketing plans.
- *Tender Analysis and Bid Submission for the RFQ. Vendor registration and handling online portals
- *Handling critical Projects up to execution.
- *Creation of RFQ packages for manufacturing parts for major projects.
- *Getting the suitable quotes from the vendors and supporting the procurement team.
- *Design & selection of various weighing equipments & electronics for industrial automation & domestic applications and offering quotations for the same.
- *Prepares costing & drawings for projects and customized products by finding new vendors and negotiating with them for the best price.
- *Rigorous follow up with all the departments internally for timely delivery of products and also with customers for drawing approvals, manufacturing clearance & dispatch clearance.
- *Provides feedback to senior management regarding performance and also give suggestions for new products & up-gradation of existing products based on customer and user feedbacks.
- *Analyzing & forecasting sale trend by market study and also through EPC contractors & consultants.
- *To study the EAR(Engineering action request) & RFQ, customer drawing/technical spec. Being a part of promotional activities like exhibition, technical seminars and demonstrations.
- * Project co-ordination with all the departments (Design, Planning, Purchase & Production.)
- * Conducting monthly meeting with team and management for performance analysis.
- * Preparation of proposal drawings for the projects.
- * Engage with product management to clearly articulate and drive product improvements.
- * Maintain and develop the customer relationships.

IPA Pvt. Ltd.

10/10/2018 - 31/07/2021

Application Engineer- Marketing

- * Responsible for operations and marketing of weighing and automation products in material handling and process plants.
- * Responsible for preparing quotation with techno commercial terms.
- * Coordinating with Sales, Planning, Production & Design Team
- * Costing & Estimation for supply and services.
- * Tracking and forecasting market trends, and business development operations.
- * Schematic drawings and general arrangement drawings preparation and analysis.
- * Analysis of client layout drawings and technical and commercial feasibility of leads.
- * Ensure project completion and consistent follow up of production schedule.
- * Interaction with Supply chain management, Order execution departments.
- * Maintain accurate records of target accounts, quotes, projects, contacts and correspondence in company database.
- * Sales team coordination and reviews.
- * Capture Customer feedback and prepare the reports.
- * Analysis of competitor products.
- * New product developments.
- * Understand customer's business objectives & provide suitable proposal.

Education

College of Engineering Thalassery under CUSAT

B-tech Mechanical Engineering

CGPA : 7.55

Skills

- AutoCAD.
- ERP (TCS ION) & Online portals (GEM, Ariba, etc.)
- Forecasting & New product development.
- E-mail Marketing & Market Analysis
- Project Estimation & Costing
- Incoterms & Contractual Knowledge
- Team leader & Problem Solving
- Public Speaking, Negotiation & Procurement
- Mechanical design & Analysis.
- CRM & PLM
- MS office
- Tender Analysis and Bid Submission
- Project Handling

Projects

Weighing Equipments For Dangote Oil Refinery Company through EIL

Handled weighing portion of EIL project for Dangote Oil refinery : Weighbridge and weighing scales for oil tanker and additive drums

Belt Scale For NTPC conveyors

Handled Belt scale project for NTPC (Kudgi, Darlippalli, Bath, Mauda)

Customization of Weighing & Material Handling Systems for process industries

How impactful is Customization of various equipments from the standard model. Completed the analysis with Weigh feeder, Belt Scale, Screw feeder, Loss in weight feeder, Bag check weighers, Weigh Bridge, Through put weigher, Solid flow meter, etc.

Languages

English

Malayalam

Hindi

Kannada

Tamil

Personal Details

Date of Birth : 30/03/1997

Marital Status : Single

Nationality : Indian

Declaration

I consider myself good in managing and executing projects, including time budget and quality control. I hereby declare that the information furnished above is true and to best of my knowledge