

CURRICULUM VITAE

Vivek singh

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CARRER OBJECTIVE

To acquire professional edge through hard work, seeking an interactive and challenge environment where, I can apply my strength skill & experience and gives me an opportunity for personal growth and professional advancement.

WORK EXPERIENCE

Company: Sun Mobility pvt ltd(new delhi)

Dept.: Business Development

Designation: Sr. Sales Cum Service Engineer (23rd May 2021 – Current)

Responsibilities: (SALES)

- Promoting company product to customer and dealers in all over delhi NCR
- Responsible to carry sales and marketing in the defined territory.
- Follow up on existing customer and avail referral to approach new customers
- Onboard customer on the server and do application integration also.
- Handling inventory management and ordering supplies.
- Follow up on leads generated through marketing efforts and qualify them for further engagement.
- Collaborate with the sales team to provide them with the necessary support and resources.
- Identify, target, and engage with potential commercial customers who have a need for EV charging solutions.
- Cultivate strong relationships with key decision-makers to understand their EV charging requirements and present tailored solutions.
- Collaborate closely with the marketing team to develop and execute strategic sales plans to achieve growth and revenue targets.
- Establish and manage a network of sub-dealers to expand the distribution of our battery kit products.
- Engage with charging station operators to foster partnerships and enhance our network.
- Stay up-to-date with market trends, competitor activities, and advancements in the EV industry.
- Participate in industry events, trade shows, and conferences to network and showcase our product offerings.
- Develop and deliver compelling sales presentations, proposals, and negotiate agreements.
- Provide regular updates and reports on sales activities, pipeline, and achievements to the management team.

Service

- Responsibilities for service of the breakdown electric vehicle (3W and 2W)
- Responsible for app integration and failure check

- Retrofitting EV connections
- Provide Service support to installed machines
- Giving a service at customer location
- Maintaining all the data of customer for service
- Following up all the customers for scheduling a monthly service
- Providing a service camp at all locations

Company: Tenneco Automotive Pvt Ltd(Bawal)

Dept.: Production Department

Designation: Supervisor and Maintenance (02 June 2018 - 1st April 2021)

Responsibilities:

- Operating a machine and giving production according to product parameter
- Achieving a monthly targets
- Handling a man power
- Scheduling shifts according to man power
- Maintaining all the data and breakdowns according to production SOP
- Solving a SPM machine breakdown
- Provides a regular updates and report of production to manager

Company: Motherson Sumi System Pvt Ltd(Noida)

Dept.: Production Department

Designation: Diploma engineering trainee (25 June 2017 - 29 May 2018)

Responsibilities:

- Operating a machine and giving production according to product parameter
- Achieving a monthly target
- Operating all SPM machine according to SOP
- Follow all the safeties manuals
- Solving a machine breakdown
- Provides a regular updates and report of production to manager

TECHNICAL EXPOSURES

- 3months of Summer training in BLW ,Varanasi
- 1month training in ROBOTICS technology
- Solid works

EDUCATIONAL QUALIFICATION

Degree	School/College	Board/University	Year of completion	CGPA / %
Diploma by Mechanical Automobiles	Ambition Institute Of Technology (Varanasi)	UPBTE	2017	78%
Senior Secondary School	BLW Inter college Govtn, Varanasi	CBSE	2012	6.4 CGPA
High Secondary School	BLW Inter college Govtn, Varanasi	CBSE	2010	6.2 CGPA

MAJOR PROJECT

Title: CONCEPT CAR

Duration: Jan 2016 to May 2017

Description: The main goal of the project is to design a working prototype of an CONCEPT CAR, its make by using a bike engine for compacting and convening

SKILL

- Technical knowledge
- Good Communication and Presentation Skills
- MS-Office
- MS Excel
- CRM
- Sales Management
- Customer relationship
- Dealer Management
- Negotiation
- Service Support

LANGUAGE

- English
- Hindi

DECLARATION

I declare that all information mentioned above is true as per the best of my knowledge and belief.

Name: Vivek Singh

Date:

Place: Delhi