

# ABHISHEK TIWARI

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**DOB** 17-05-1998

## Professional Summary

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Enthusiastic, knowledge-hungry, self-starter with significant exposure to Printing & Packaging industry, eager to meet challenges and quickly assimilate product knowledge, committed to assessing customer needs and helping them with proper solutions.

Specialties:

Business Development

Channel Management

Sales & Marketing

Market Research & Analysis

Customer Relationship

Technical Support

## Work Experience

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Dec 2023 - Present

### UFLEX LTD. (Sales Officer) - Delhi-NCR

- Looking after the sales of the UV coatings, Inks, water-base Adhesive for the offset printing and flexible industry.
- Co-ordinating with all the business partner for the timely order and payment.
- Regular visit in the market for the new development and maintaining the existing customer.

Feb 2022 - Dec 2023

### BOETTCHER INDIA PVT. LTD. (Sales Executive)-Delhi-NCR

- Looking after the sales of rollers, sleeves, press-room chemicals, and blanket for the offset printing industry.
- Provide product demonstration and technical support for the consumable's product in offset printing.
- Co-ordination with machine manufacturing and ink manufacturer for new development and new enquires.
- Frequently visit within the units to observe the product performance and meeting unit head, plant head and QC team.
- Monitored customer buying trends, market condition and competitor action to adjust strategies and achieve sales goals.

Sept 2020 - Jan 2022

### MONOTECH SYSTEM LIMITED (Customer Technical Support Engineer at JETSCI GLOBAL)

- India first digital printing manufacturers for label industry and service goods across all over India and globally.
- Knowledge of digital printing and inkjet printing with GIS software.
- Experience of end-to-end workflow of the machine installations and service
- Resolving troubleshooting, customer handling and manpower training.
- Experience of installing Kyocera and Konica Minolta printing heads.

**AS Packer ( Paonta-Sahib, Himachal Pradesh)**

Industrial Training and exposure to the printing industry in which I learned about offset printing from pre-press to the post-press operation during my B-tech.

## **ACADEMIC CREDENTIALS**

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	2016-2020
<b>Guru Jambheshwar University of Science &amp; Technology, Hisar</b> Bachelors of Engineering Technology in PRINTING TECHNOLOGY - 70%	2016
<b>12th Standard from C.B.S.E. 70% (PCM)</b>	2014
<b>Matriculation from C.B.S.E. 7.8 CGPA</b>	

## **Additional Skills & Other Participations**

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### Additional Skills

- Ability to take discussion and work independently.
- Organizational and time management skills.
- Management Skills.
- Good Listener.
- Adaptive by nature.

### Other Participations

- Attended National workshop on "Printing and Packaging Industry in Context of Industry 4.0".
- Attended one-day National Seminar on "print Entrepreneurship".

### Software Skills

- Microsoft Software (Excel, Word, PPT)
- Adobe Photoshop

## **References**

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- Mr.Pradeep (Assistant Manager Uflex) - 92680-62680
- Mr.Sandeep Kumar (Assistant Manager Komori India ) - 82959-39991
- Chanderkant Pant (Manager Boettcher India ) - 95822-77279

