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PROFESSIONAL SUMMARY

I am Post graduate in Marketing & Operation from IMS Ghaziabad and B.E Mechanical from Hindustan University, Chennai having diverse experience in Sales, Relationship Management, and Mechanical Engineering position me as an ideal candidate to contribute to the success of the organization. I bring a blend of technical expertise, hands-on engineering experience, and strong business acumen to the table. Having total 19 months experience as Sales Engineer in IRD Mechanalysis as well as consulting. Total of 12 months experience as Relationship Manager in Realty Assistant and Squareyards. Project Engineer profile in Petrochemical Industry attains me in depth knowledge of Rotary Machines and Machinery tools, particularly through vibration analysis in Condition Monitoring Department in the petrochemical industry. My role involved extensive hands-on experience, including servicing, testing, calibration, and preventive maintenance of critical industrial equipment. Relationship Manager profile is to maintain the long-lasting relation with the client. Entire Relationship Manager work with extensive experience is to oversees entire relationship management systems. And Quick to spot the problem in areas of improvement to enhance customer and client satisfaction. Friendly but professional communication style builds rapport with clients and solves issues quickly. Presently working in Lancesoft as US Staffing Healthcare Recruiter with Level 1 Healthcare Completion certificate owning Novice rank with 72 points.

ACADEMIC QUALIFICATIONS

Name of the Examination	Name of Institute	Board/University	Year	CGPA/%
PGDM Marketing & Operation	Institute of Management Studies, Ghaziabad	AICTE & AIU	2018-2020	6.08
B.E Mechanical	Hindustan Institute of Technology and Science	Hindustan University	2010-2014	8.58

12th Science	DAV Public School, Hehal	CBSE	2009	72%
10th	DAV Public School, ACC Colony Jhinkpani	CBSE	2007	78 %

WORK EXPERIENCE

Lancesoft India Pvt Ltd- Currently Working in Lancesoft as US Staffing Healthcare Recruiter with job Roles and responsibility.

- a) Understanding the Client need through the job description provided and sourcing candidates through job portal JOB Diva and other social websites.
- b) Identify and Search Healthcare Professionals in the US Market through different sources.
- c) Hiring professional like Travel Nurse, License Practitioner Nurse, Registered Nurse, X Ray Tech, MRI Tech, Sonographer, Radiology Tech, Pharmacist, Technologist etc.
- d) Sourcing, Screening and evaluating and recruiting candidates through a structured recruitment process.
- e) Shortlist and interview candidates according to the job requirement.
- f) Take care of clients Requirements and place medical professional.
- g) Negotiate on Salary aspects and close the position.
- h) Assist Account Manager/ Team Lead with urgent technical requirements.
- i) Update the Resourcing Application System routinely.
- j) Level 1 Healthcare Completionist certificate owning Badges 1 with Novice rank earning 72 points.**

Realty Assistant- Worked as Relationship Manager in Realty Assistant Private Limited from 15.11.2022. to 25.05.2023.

- a) Develop and manage prospective clients is key responsibility in this job and
- b) increase customer interest to invest in the company's real estate products.
- c) Ensure for the revenue generation enabling the organization to meet its business plan & objectives.
- d) Connect with the pre generated leads via calls and mails.
- e) Reach out to new customers and explain them about the Real Estate Products.
- f) Meetings with potential clients and delivering the best of the offer to the customer.
- g) In depth knowledge of Real Estate products provides complete solution based on customer need.
- h) Maintaining Project details, project description and explaining the projects to the teammates.
- i) Hierarchy in the task completion helps in better closer in the Real Estate deal.
- j) Sales target achieved for Realty Assistant is Rs13,35,000.**
- k) Sales target achieved for SIKKA Group is RS 14000000.**

Squareyards- Worked as Relationship Manager in Square Yards Private Limited from 03.05.2022 to 10.11.2022.

- a) Ensure for the revenue generation and meet company objectives by selling its SAAS product -Connect Plus & Connect Buzz.
- b) New client acquisition and meeting the business target in the assigned territory.
- c) Reach out to new customers and explain them about the Products.
- d) Set up meetings with potential clients and listen to their concerns.
- e) **Sales target achieved from is Rs1,85,000.**

BYJUS- Completed Business Development Training at BYJUS with Think and Learn Private Limited and worked from 11.01.2022 to 23.02.2022.

- a) Completed Business Development, BYJUS with Think and Learn Private Limited
- b) develop potential clients from the assigned leads and convince them to buy the Byjus K12 product.
- c) Cold calling through Ameyo and counselling the student about their weak points and strong points. Explaining them about the K12 products and benefits of online classes.
- d) Business Associate Sales Role to bring the revenue to the organization and generate sales.

IRD Mechanalysis - Worked as Sales and Consulting Engineer in IRD Mechanalysis Limited for 18 months from 14.07.2016 to 25.01.2018 with Level 1 Vibration Analyst Certification.

- a) Worked as a Project Engineer in IRD Mechanalysis and Condition Monitoring Department of HPCL Refinery Mahul Village, Mumbai from 11th August 2016 to 25th of January 2018.
- b) Handling Management Information System (MIS) for Condition Monitoring Department at HPCL Refinery, Mumbai.
- c) Collecting of parameters in Vibration Analyzer Instrument in order to know the Machine Health and condition to carry out preventive maintenance procedure.
- d) Preventive maintenance to be carried out is Testing, Servicing, Calibration, Inspection, adjustment, alignment and installation.
- e) Commission of Vibration Meter IRD 311 in Manali petrochemical Limited, Chennai, Tamil Nadu.
- f) Visited as a Service Engineer in Damodar Valley Corporation, Andal, West Bengal.
- g) Structure borne Noise and Airborne Noise Testing at SPX flow technology Pvt Limited, Ahmedabad.
- h) Collecting Data for Sound Testing of Multistage Centrifugal Pump in GE, Pune.
- i) Total Sales Target completed In Sales Rs38000 and Services Target Rs 220000.Total AMC Contract of Rs1,50,000 per month.

ACC Cement- Graduate Apprentice Training in ACC Chaibasa Cement Works from 04.04.2016 to 11.07.2016.

- a) Finished assigned work on schedule with minimal supervision.
- b) Worked with team members to refine task workflows for greater productivity.
- c) Followed company policies and government regulations to satisfy operational compliance requirements.

PROJECTS

- Real Estate commercial sales for Sikka Mall of Noida, EON, Paras137, CRC Commercial projects in Sector 140A.Trehan Iris in Greater Noida.
- Commercial on Gaur Yamuna Expressway.
- Real estate residential sales for Sikka Kaamna Greens sector 143 and Sikka Karnam Greens. CRC Joyous in Greater Noida West.
- Worked as Project Engineer in IRD Mechanalysis for HPCL Mumbai Refinery.

TECHNICAL SKILLS

- Sales Executive Skills for both Real Estate and SAAS Product.
- New Customer acquisition and Customer Handling for different Product.
- Managerial skills for keeping good customer relation and managing customer profile.
- Sales Engineer for Instrument sales and Industry product sales.
- Service Engineer skills for Testing, Servicing, Calibration, Inspection, adjustment, alignment and installation.
- Project Engineer for HPCL Refinery from IRD Mechanalysis for Health checkup of Rotatory Machines and vibration analysis of machines in order to carry out Preventive Maintenance
- MS Excel, MS Word and MS PowerPoint skills.

PERSONAL ATTRIBUTES

- Leadership Skills and Good Communication Skills make me a good teammate.
- Enthusiasm to learn new things make me a quick learner.
- Good in Time Management and hardworking.

INTERNSHIP

BABA GLOBAL LIMITED

- Study the attributes, attitude and Brand Promotional activity of Natural Mineral Water in Delhi NCR region.
- Visited all Trolleys and HoReCa in Noida Area.
- Briefing of Nature Miracle, a fruit and vegetable product grown by latest farming technology called as Hydroponic Farming. Types of Fruit and vegetable presents are cucumber, tomatoes capsicum and strawberries. These are grown in Green House using Hitech Dutch Technology.

CERTIFICATES

- Level 1 Healthcare Completionist certificate with Novice rank with 72points.
- Google Analytics Certificate for Beginners and Advanced Certification.
- Attended a Microsoft Office Specialist International Certification Training held at IMS Ghaziabad and secured 670 marks.
- Participated in a certified 'Student Development Program' conducted by Global Resource Development Center (GHRDC), New Delhi.
- CAT 1 Vibration Analyst Certifications Course.
- Post Graduate Certificate Course in Thermal Power Plant from NPTI, Faridabad.
- Simulator Training in 500MW simulator.
- Emission testing on DI diesel engine using Cotton Seed oil as Biofuel.

INTEREST

- Interest in knowing scientific facts and figures.
- Interest in knowing about upcoming brands latest in automobiles and gadgets.
- Interest in Outdoor games like Cricket, Football.

ACHIEVEMENTS

- Won Runner-up certificate at Zonal Level in Cricket in DAV Public School Zonal Level tournament.
- Scored 3rd. rank in 4 x400m Relay Race at Zonal level in MHRAT organized by DAV Management Committee.
- Won certificate as House Captain in School for in house matches in both athletics and Football.

PERSONAL DETAILS

- **Date of Birth** : 10 May, 1991
- **Father's Name** : Mr. Krishan Kumar Sinha
- **Gender** : Male
- **Language** : English & Hindi
- **Address** : Flat no-201, Block 5, Sector 1, Khelgaon, Ranchi, National Games Housing Complex

DECLARATION

I, Sourabh Sinha, hereby, declare that the information provided above is true to the best of my knowledge.

Date: 30 /11/2024

(SOURABH SINHA)