



Himanshu Upadhyay

Sales Engineer

PROFILE SUMMARY

Highly-motivated employee with desire to take on new challenges. Strong worth ethic, adaptability and exceptional interpersonal skills. Adept at working effectively unsupervised and quickly mastering new skills.

EDUCATION

2020	B.Tech/B.E. Arya College of Engineering & IT, Jaipur
2016	XIth English
2014	Xth English

WORK EXPERIENCE

Jul 2024 - Present	Sales Engineer Avyay Engineers LLP <ul style="list-style-type: none">Handling sales of pump, controller, and borewell automation products.Oversaw the complete sales process, including lead generation and order conversion.Handled government projects such as PM-KUSUM Yojana, Jal Jeevan Mission, and Amrut 2.0.Meetings with active contractors involved in the projects nationwide.Actively checking government websites for information of new projects & tenders.Regular follow up with clients regarding status of ongoing enquiries & payment status of ongoing order.Regular follow up with purchase department regarding dispatch of ongoing orders.
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PERSONAL INFORMATION

- Email**
himanshu1998@gmail.com
- Mobile**
(+91) 8058165878
- Total work experience**
3 Years 7 Months

KEY SKILLS

- Teamworking Skills
- Problem Solving Skills
- Microsoft Skills
- Customer Relationship Management
- Critical Thinking Skills
- Ability to work under pressure

OTHER PERSONAL DETAILS

City	Jaipur
Country	INDIA

LANGUAGES

- Hindi
- English

Jun 2023 - Jun 2024

Team Coordinator (Sales & Procurement)

Anu Tech Infra Private Limited

- Coordinating with both procurement & sales team for follow up on ongoing enquiries & orders.
- Organized and scheduled team meetings, conference calls and video conferences.
- Calling vendors to onboard them with company.
- Dealing with vendors to procure DI & HDPE Pipes & fittings for JJM, UP projects.
- Provided administrative support for the team, such as creating presentations, taking notes during meetings, preparing agendas and maintaining records of key decisions.
- Manage all the travel bookings of the employees & founders.
- Maintain records of office assets.
- Manage all the administrative works of the office.

Jun 2022 - Jun 2023

Production Executive

Derewala Industries Limited

- Manage Coordination between production & CRM department of the company.
- Coordination with CRM department regarding any assistance required for the order.
- Coordinated and scheduled daily production activities to ensure efficient operations.
- Prepared and maintained accurate records of production processes, materials used, and finished products.
- Monitored inventory levels of raw materials and ensured timely replenishment.
- Developed standard operating procedures for production personnel to follow.
- Communicated with vendors to order supplies needed for production operations.
- Conducted regular maintenance checks on equipment to prevent breakdowns during production runs.
- Supervised a team of operators responsible for running different stages of the manufacturing process.
- Maintain record & ensure 100% recovery of gold which is lost in production process.
- Preparing database for ERP implementation in the company.

Dec 2020 - Jul 2021

Field Officer

Tractors and Farm Equipment (TAFE)

- Visiting to distributors, retailers & mechanics for lead generation of tractor spare parts.
- Performing van camping activities in the assigned areas.
- Performing product display activity by installing canopy near distributor or retailer office to show & brief the customer about the product to increase the sales.
- Doing market survey to identify who is the competitor in this area.
- Register all retailers & mechanics of the assigned area on company's portal.

Projects

4 Months

E-Bike

Design & development of E-bike which covers 60km in single charge with the top speed of 42kmph and fully charge within 5 hours, using 750 Watt brushless motor and 48Volt - 28AH dry sealed compact battery.

6 Months

Solar Car

Development of solar car which contains solar panels, Brushless DC motor, charge controller & batteries in which we achieved a top speed of 60kmph.

ACHIEVEMENTS

- Won Drag Race in Jaipur Street Karting Championship Season-2, Jaipur. (2019)
- Overall 1st runner-up in Jaipur Street Karting Championship Season-1, Jaipur. (2018)
- Overall 3rd runner-up in All India Racing Championship Season-2, Pune. (2018)

INTRESTS

- Community Involvement
- Travelling
- Watching movies
- Learning about new technologies