



AJAY KUMAR SHUKLA

ENGINEER

PROFILE

Experienced and innovative Mechanical Engineer with over 3 years of marine construction testing mechanical systems and products. Proficient in CRM software including SolidWorks and AutoCAD, with a strong background in thermodynamics, fluid mechanics, and materials science. Adept at problem-solving, collaborating with cross-functional teams. Committed to leveraging engineering skills to contribute to the advancement of cutting-edge technologies and sustainable solutions.

WORK EXPERIENCE

Superb Bearing Stores (SALES ENGINEER) Feb 2024 - Present
INDUSTRIAL SALES & SERVICE

- Identified areas of improvement within the organization's processes related to sales activities.
- Developed and maintained relationships with industrial customers.
- Researched and identified new business opportunities in the industrial sector.
- Performed cost analysis of products versus competitors offerings.

Jagat Engineers Marine Construction Dec 2022 - Jan 2024
Technical Project Head

- Welding quality inspection.
- IRS report analysis.
- Work done.
- Material analysis (for thickness)

Jagat Engineers Marine Construction Nov 2021 - Dec 2022
Fabrication Supervisor

- Vessel fabrication production (tones) & planning.
- Vessel repair planning reference IRS report.
- Measurement planning of repair vessels (meter/millimeter).
- Auto CAD design reading.

PROJECTS & AWARDS

- Hull Repair Project- AM AVIRAT
- Hull Repair project- MV HERMEEZ
- Hull Repair project- MV FM-3
- Hull Repair project- MV FM-5
- Hull Repair project- MV SAI
- Hull Repair project- MV SHRINIDHI

CERTIFICATIONS

- MAJOR PROJECT — Solar Cell Powered Vehicle
- INDUSTRIAL TRAINING — Locomotive Workshop Jamalpur (U.P.)
- SOLAR PV INSTALLER (Suryamitra) — PMKVY

CONTACT

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EDUCATION

MAY 2017

VINDHYA INSTITUTE OF
TECHNOLOGY & SCIENCE

Bachelor of Engineering
CGPA- 7.10

May 2013

SARASWATI SCHOOL

HSC
MP BOARD- 62%

May 2011

SARASWATI SCHOOL

SSC
MP BOARD- 62%

SKILLS

- CRM Software
- Vessel fabrication quality check
- Auto CAD Design
- Competitive Analysis
- Customer Needs Analysis
- Active Listening
- Sales Presentations
- Product Demonstrations
- B2B and B2C sales

LANGUAGES

- Hindi (Fluent)
- English (Fluent)