

CURRICULUM VITAE

AMARDEEP YADAV

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Personal Profile:

I am an experienced Mechanical Engineer currently working for a German multinational corporation that manufactures rotary lobe pumps, CC pumps, shredders, macerators, and more. My expertise includes pump selection, technical support, tendering activities, installation, commissioning & supervision for biogas, ETP/STP, and projects. This experience has sharpened my technical skills and problem-solving abilities, as well as my communication skills. I am actively seeking new opportunities in the engineering sector, and contribute to the success of a dynamic organization.

Current Employment: March 2022-Till Present

Organisation: Vogelsang India Private Limited

Vogelsang India Pvt. Ltd. is a 100%, wholly owned subsidiary of Hugo Vogelsang Maschinenbau GmbH, Germany.

Vogelsang India Pvt. Ltd. is an internationally operating machine construction company which has grown to become a specialist in pumping, shredding, distribution and spreading technology for the agricultural, biogas, industrial, and municipal, Industrial, Waste water Treatment, Indian railways, Oil & Gas, biogas, Food, and vacuum disposal technology sectors.

Designation: Inside Sales Engineer, Reporting to Associate Vice President.

Responsibilities

1. Handling Incoming Enquiries, Sending brief E-mail about our product for Business growth, handle customer and talk to them for product Understanding, cold calling, & Exhibition Activities.
2. New business growth and for business from existing customers.
3. Selection of Pump as per requirement, Reviewing, Follow-ups Technical understanding, ETP/STP, WWTP Waste to Energy & CBG Projects.
4. Pre –tendering & tendering with organizations in Public, Private & Govt. Sectors.
5. Making Quotation, Submitting offer, Price negotiation, Technical discussions, Documentation, Reviewing, Drawings, Project execution.
6. Product promotion through Exhibition, Demo and consultant meet.
7. Ensuring the availability of resources needed to perform business development
8. Manage Purchase Order, LOI, Generation PO, Local Vendor Purchase, Draft, Making ABG, PBG, LC Payment terms Process and handling error.
9. Inventory planning and control, Monitoring so that adequate Inventory available for smooth operation and growth & Placing Indent for shortage.
10. Responsible for day to day over business, coordination with vendors, clients, consultants, departments and influencers for enhancing the business of the organization.
11. Dispatching Pump & Spares safely to Site, Co-ordination with customer, knowledge of transportation Incoterms and arranging necessary paperwork, E-mailing for Payment follow up.
12. Outstanding Payment Follow-ups, Maintain Excel sheet Status, Billing, Review activities, Interview Schedule and Customer feedback, after sales Service, Installation and Commissioning, PMC etc.
13. Team development, training of personnel inter and intra department.
14. Focusing on improving productivity, wastage and cost reduction & economical uses of resources.

Projects :

- Supplied Rotary Lobe Positive Displacement Pump and Spare to **BPCL IOCL, GAIL CPCL, HMEL** for Oily waste Sewer & Contaminated Rain Water Transfer Pump.
- Executed Projects with **Taikisha, HYT Engg, Kurnool (Indian Railway Project)** supplied Trolley Pump for Bio-toilet.
- Executed Projects with **Suez India, Waternext** for WWTP, Okhla, Delhi.
- Executed Projects with **Circle CBG, Spectrum Renewables, Kohlapur** for Biogas plants.
- Executed Projects with **Public Works Department, Delhi** for Storm water dewatering with capacity 300-6000 m³/hr

Ongoing Projects:

- HRRL Project, Rajasthan for OWS / CRWS with Megha Engg.
- GAIL Usar Project, Maharashtra for OWS / CRWS with EIL.
- GPS Renewable Biogas Project
- Seasonal Business with PWD, DJB Delhi.

Educational / Courses / Internship:

Graduation: B .E Mechanical, Rizvi College of Engineering, Mumbai, (August 14- June 18)

CGPA: 7.09 / 10.00

- Internship at Western Railway Carriage, Mumbai
- Software courses Solidworks, Ansys Workbench

Higher Secondary (HSC): S.M. Shetty Junior College, Maharashtra Board (August 12- March-14)

Percentage: 70.00

Secondary(SSC) : Yogiraj Shree Krishna Vidyalaya, Maharashtra Board, (April -12)

Percentage: 76.36

Personal Details:

- **Date of Birth** : Sep 14th ,1996
- **Nationality** : Indian
- **Father's Name** : Mr. Rajnarayan Yadav
- **Permanent Address** : Mumbai, Maharashtra (400072)
- **Contact No.** : 8652594429

Declaration:

I hereby declare that all the details mentioned above are true and correct to the best of my knowledge and belief. I shall be responsible for misrepresentation or misstatement found.

(Amardeep Yadav)