

# **SUSHIL KUMAR**

## **Correspondence Address:**

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## **Permanent Address:**

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## **SUMMARY**

Cluster manager (Engineer) specializing in Industrial Application of Fire and safety, (Air & Gas), material handling Equipment industry and Digital Electronic solution for Industrial Business. Experienced with all stages to create technical sales strategies and provide solutions to meet client need. Generate solicits new business and consistently grows base to meet objectives and improve the business bottom line.

## **PROFESSIONAL WORK EXPERIENCE (7+ years)**

### **Sept 23 – Present**

#### **Cluster Manager – Ceasefire Industries Pvt. Ltd. Gurgaon (Delhi -NCR)**

- Take caring of all the responsibilities as a Sr. sales Engineer and handling the north region.
- Performing individually in sector of hotel, hospitalities, Hospital, institutional, schools, universities, malls, residential properties, private resorts, Govt. Vendors, and manufacturing units, pharmaceutical, Automation, Agriculture firms, Beverages, Commercial properties.
- We deal in complete project like Fire and Safety Equipment (complete range of Fire Extinguishers, Electrical suppression system, Kitchen Suppression system, Total flooding solution and Service equipment.)
- Responsible for creating, improving, Managing all the New and existing customers.
- updated on CRM and ERP Day to day software activity.
- Generate New Businesses through the successful contact network.
- Handling complete project like site inspection, application study to complete deal.

### **April 2022 – Sept 2023**

#### **+ Sr. Sales Engineer – Absstem Industrial Solutions Pvt. Ltd. IMT Gurgaon**

- Take caring of all the responsibilities as a Sr. sales Engineer and handling the north region with my junior team.
- We deal in complete project like Ingersoll Rand and Kaeser compressor and Dryer, Air vessel tanks and PSA Oxygen & Nitrogen Gas plant.
- Oversaw all kind of Industries like manufacturing units, pharmaceutical, Automation, Agriculture firms, Beverages etc.
- updated on CRM and ERP Day to day software activity.
- Responsible for channel partner business in north region.

**Aug. 2019 Sr. Sales Engineer -Gurgaon**

**June 2021** Times Marketing Pvt. Ltd. (Kion India Pvt. Ltd., Demag & Atlas Copco)

- Responsible for Delhi and Gurgaon Location.
- Strong hold with logistics and automation industries and fully responsible for CRM.
- Cold Canvassing and generate enquiry through the existing customer base.
- Team Handling of 2 sales executive in the region.
- Handling complete deal from site inspection to finance clearance.

**Apr 2016- Sales Engineer Executive – Gurgaon - IMT Manesar Haryana**

**Aug. 2019** Prompt Packways (Godrej & Boyce Mfg. Co. Ltd.)

- Called callings and handling all the query of customers.
- Developed technique sales and provide solution as per site visits.
- Study the customer requirement through the application questionnaire of MHE.
- Meet the Sales Target quarterly and annually.

**May 2015- Sales Engineer Executive – New Delhi**

**Mar. 2016** Edu Assessment Pvt. Ltd. New Delhi

- Generating new customer through the Digital Marketing platform.
- Handling the entire new requirement.
- Mailing process.
- Responsible for the growth of the sales and market in various sectors like corporate, Schools, collages, Institutes, Universities, Defense and Government organization.

## **EDUCATIONAL QUALIFICATION**

**Aug. 2010 – Dual Degree Program (Bachelor of Technology + Master of Business Administrative)**

**Sept. 2015** Amity University Noida (Uttar Pradesh)

- Graduated B.tech Program from Amity School of engineering and Technology Noida.
- B.Tech Degreed in Electronics and Communication engineering.
- Post graduated program Major stream Marketing & Sales, and minor International Business from Amity Business School of Noida.
- Dual Degree program with Grads of 6.45 CGPA.

**Mar. 2008- Higher secondary Certificate Uttar Pradesh Board**

**Apr. 2009**

- H.S.C (12<sup>th</sup>) class UP Board with 68% percentages.

**Mar. 2006- Secondary School Certificate Uttar Pradesh Board**

**May.2007**

- S.S.C (10<sup>th</sup>) class UP Board with 69% percentages.

## **PROJECTS UNDERTAKEN- ACADEMIC ROLE**

**May –Jul 2012 Bachelor of Technology Projects**

- Summer Internship at HCL Technology Delhi & “Networking and routing”.

**Jan. – Mar 2014**

- Final year project of B.Tech undertaken on the topic “Home security system using GSM & WSN”.

**May – Jun 2014 Master of Business Administration Projects**

- Summer Internship at Get Me A Shop (Times Group) Noida & “E Commerce Adaptability by SMSE”,
- Minor project of MBA undertaken on the topic “To study on awareness of BIG BAZAR DIRECT among KIRANA stores owners”

### Mar -Jun 2015

- Dissertation Report on “To study Consumer perception towards Spurious Products.”

### ACTIVITIES AND HONOURS

- **Organized Event** at Amity Cultural Technical Fest (**ACT-2013**) held in University.
- **Discipline Coordinator** at Amity Youth Festival (AYF- 2012, 13)
- **Winner (1<sup>st</sup>)** Mechanical Engineering Modeling, Crush the castle Event.
- **Winner (1<sup>st</sup>)** water rocket modeling.
- **Winner trophy “Super achiever”** in Amity Inter Institutions sports meets 2014.

### CERTIFICATIONS

- **Godrej Material Handling** trainee Certified.
- **Godrej Material Handling Soft skilled** Trainee certified.
- **Godrej Storage Solution** – Technical training certified
- **Hyundai Construction equipment pvt. Ltd.** – Technical training certified.
- **Soft skills training on PSA Plant.**

### Exhibitors –

- Ahhar Festival Pragat medan New Delhi (2022)
- Paperex Greater Noida (2022)
- Food Expo Lucknow (2022)
- Wire and Cable New Delhi (2022)
- Gurgaon Industrial Exhibition (2022)
- Industrial Expo Bhiwadi (2023)
- Boiler expo 2023

### PERSONAL DETAILS

Date of Birth : October 21, 1992  
 Father : Mr. Jagdish Singh  
 Mother : Mrs. Gaura Devi (House wife)  
 Marital Status : Single

### SPECIAL INTERESTS

- Travelling
- Cooking
- Fitness

### STRENGTHS

- Discipline

- Dedication

## **LANGUAGES KNOWN**

- English (Read/Write/Speak)
- Hindi (Read/Write/Speak)
- French (Elementary)

## **REFERENCES**