

RESUME

B. RITESH KUMAR

Email ID : riteshmech1439@gmail.com

Contact No. : 8668167455 / 9791652209

Address : no:70/16,tamarai st, chelliamman nagar, ambattur,
Chennai-600058.

Seeking assignments in the Areas of Sales-Marketing / Project Management in Automotive, Manufacturing & service industry.

WORK EXPERIENCE – 8 YEARS

SIMPSON & CO.LTD: 2021 – Till Date

Assistant Manager: Marketing

ABOUT SIMPSON & CO.LTD

Simpson is India's leading manufacturer of high-performance diesel engines catering to a wide variety of applications ranging from 15 to 95 BHP covering agriculture, industrial, power generation and marine applications. Simpsons is perhaps one of the oldest business establishments in the country, with origins dating back to 1840.

ROLES AT SIMPSON

Marketing & Project Management

- Product Manager for Agricultural segment (Tractor OEM's)
- Project Management from RFQ to SOP stages to regular sales activity.
- Conversion of RFQ to TEDS (Technical Enquiry Data Sheet) by coordinating with customer R&D
- Offering Techno commercial quote to customer by coordinating with internal costing and development team.
- Negotiate with customer to get the final PO by considering both Management and strategic customer requirement.
- Prepare timeline of the product availability-based Class of project.
- Organise systematic review meeting with all internal and external stake holders to ensure project goes as per defined timeline
- Escalate to management wherever support required.
- Visit customer for alpha engine fitment sign-off and carryout improvement points in further Beta and pilot engines

Regular Sales

- Prepare Annual Operating sales plan
- Ensure regular product schedule vs dispatch met by coordinating with regular internal team and customer.
- Ensure payment receipt as per agreed terms and condition from customer
- Ensure Raw Material Inflation received from customer periodically based on standard input.
- Raise supplementary invoice and ensure payment receipt
- Liaison between internal Quality, R&D, Service, and customer team to coordinate and closure other quality or improvement points on product.

Special Roles & achievements

- Part of CFT for cost saving module - SPACE

LEAP INDIA PVT LTD: 2018 – 2020

Associate Manager: Asset Management

ABOUT LEAP INDIA

LEAP India is a Supply chain Solution Company, Provides Various Supply chain Solution and Service based to automotive industry. Business Model is based on Pooling. Major in **Business of Returnable Packing** with Customized solution in Foldable Containers, Pallets, Crates, Totes, Wire mesh, PP Box etc; Providing Service to 250+ Automotive Customer PAN India and it has its Customer base in FMCG & E-Commerce as well.

ROLES AT LEAP INDIA PVT LTD

Implementation Visit

- Customer visit with Sales / Project in every implementation visit to new flow
- Study and organise space for empty pallet and loaded FLC to be kept
- Study and organise MHE & dock site
- Get information of Tier 1 customer and depict the information in a flow chart

Training LEAP Portal

- Ensure Login ID for customer
- Train customer to raise the sales and to capture and material movement
- Train Customer executives and drivers on material handling

Manpower Planning

- Identify locations to keep manpower to safeguard assets and depute manpower.

Asset Control

- Collect stock audit data from GEMS & Executives and consolidate as MIS and tracking sheet.
- Conduct periodic audit at customer place and reconcile the stock
- Mishandling and damage need to be informed and refurbishment cost need to be recovered from customer
- Capture movement data in portal and cross verify the same.
- Prepare agreed vs actual cycle time and inform all the stake holder to avoid flow interruption
- Team Management

Customer Management

- Proper inventory management at Tier 1 & OEM
- Resolve customer complaint
- Share MIS to both Tier 1 & OEM
- Reconcile of transactions
- Invoice and payment collection
- Relationship building with customer
- Support sales team with lead from OEM's.

JM FRICTECH INDIA PVT LTD: 2016 – 2018

Senior Engineer: Marketing

ABOUT JMI

JM Frictech India Pvt. Ltd (JMI), the joint venture of M/s Jinmyung Frictech Co Ltd Korea and NTC Engineering – India, Established in Sep'2008 at Chennai, JMI is market leader in Wet Brakes System , JMI Design , Develop & Manufacture Wet Brakes, Wet Clutches & Hydraulic Actuation Parts for all Tractor OEM's in India.

ROLES AT JMI

Key Accounts Manager

- Achieve Timely Sales Target from Existing Customer and maintain the sales trend.
- Lane Expansion from Existing Customer through customer relationship Management
- Key Account Holder for Major OEM
- Acquire monthly schedule from Customer as per SOB
- Monitor and Ensure Schedule Vs In awarding of Material
- Ensure Collection Vs Target of Payments
- Prepare Monthly Forecast of Schedule and statistically and based on the customer analysis.
- Forecast Vs Order Gap Analysis.
- Order Vs In awarding/Consumption Analysis
- Existing part price negotiation periodically considering profitability.
- Reconcile of Material and Payments.
- Regular visit to PAN India customer and maintain a Good relationship with Customers
- Appointment of Peoples at required customer place.
- Recording activity in CRM.

Business Development & Project Management

- Prepare and Maintain RFQ and Project status.
- Liaison with internal team and Customer for techno-commercial negotiation.
- Clarify technical queries and submit technical documents to customer
- Coordinate with Internal Department and maintain the project status and update the same to Management and Customer and ensure timely completion of projects from RFQ, Sample Lot, and Pilot lot to implementation of project.
- Part of CFT and Implementation Team for project implementation.

Returnable Packing

- Returnable packing implementation for Existing & New Product.
- Coordinate with Internal Team and Customer and understand the Packing requirement and develop accordingly through vendor
- Packing Costing, Analysis & Reduction of cost done.

UPASANA ENGG. Ltd (TVS) : 2013 – 2015

Graduate Engineer Trainee : Production & Quality

ABOUT UPASANA ENGG. LTD

TVS Upasana Ltd part of the TVS Group, was established in Chennai in 1985 as a manufacturer of Two-Wheeler Spokes and Nipples for all the major OEM's in India.

Roles & Responsibility - Production and Quality Incharge

System Application Knowledge

- MS Office
- SAP
- Oracle
- Windchill PLM - Program Management Application
- Customized portal etc.

ACHIVEMENTS

- Consistent Employee of the Year in JMI
- Consistently Maintained sales 80–100% through customer delight, proper market analyzation and customer Relationship
- Maintained high ratio of RFQ Vs Order Completion
- Reduction in packing cost by 20%, converting traditional packing to eco-friendly packing.
- Successfully coordinated and participated in Industrial exhibition Bauma-2016, Excon-2017 & IEES -2018 industrial exhibitions, Krishi Darshan Expo - 2022 held at Delhi, Bangalore, Chennai & Haryana

EDUCATIONAL QUALIFICATION

Educational Qualification	Board/ University	Year of study	Name of the Institution	Percent
B.E. (MECH)	Anna university	2009-2013	Arulmigu Meenakshi Amman College of Engineering	76
H.S.C.	Matriculation	2007-2009	S.V.Mat.Hr.Sec.School	88
S.S.L.C.	Matriculation	2006-2007	S.V.Mat.Hr.Sec.School	85.72

INDUSTRIAL TRAINING & EDUCATIONAL PROJECT

Name of Company: VISHAKAPATNAM STEEL PLANT & Hyundai Motors India Ltd.

PERSONAL DETAILS

Name : B. Ritesh Kumar
Date of Birth : 04.02.1991
Hometown : Chennai
Languages : Tamil, Hindi, English

DECLARATION

I hereby declare that the information given is correct to the best of my knowledge& belief. I understand that any wrong information makes me liable for dismissal forthwith.

Place : Chennai

Date :

(B.RITESH KUMAR)