

CURRICULUM VITAE

ABHISHEK KUMAR

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OBJECTIVE

To achieve a challenging and responsible career in an organization where I can share and enrich my knowledge and skills for the growth of organization as well as individual.

PROFESSIONAL SUMMARY

5+ years experience in the field of Sales & Business Development which includes New Project Development activities of Auto Parts in terms of planning & management ,To create new reliable customer base for Effective Supply Chain in terms of Quality ,Cost & Delivery . Fixing Commercial terms with Customers ,

PRESENT EMPLOYMENT

Organization : **Motherson Sumi System Ltd. (Samvardhana Motherson Group)**
(Manufacturer of Wiring Harness Assy of 2 Wheeler, Off Road Segment & Commercial vehicles –Domestic & Export
Designation : **Sr Engineer– Sales & Business Development**
Period : Mar-12 ,2018 to till date.

EXPERIENCE

Organization : **Youngshin Automotive India Pvt. Ltd (Chennai).**
(Manufacturer of Steering System Parts for OEM Mahindra ,Hyundai, TATA, Renault, GM, Nissan , FIAT , & ISUZU).
Designation : **Engineer– Sales & Business Development**
Period : May-10 ,2015 to Mar-10 ,2018

ROLE & RESPONSIBILITIES

- ❖ To complete Customer requirement & resolving Technical & Commercial queries.
- ❖ To do Price Quoting of NPD Projects once RFQ received from Customers .
- ❖ To find out New Projects & New Customers .
- ❖ To study New project feasibility condition with internal dept. R&D/PROD/QC/PPC/MAINT.
- ❖ To Follow up each & every Development stage for the New Projects & fixing the Project Timeline .
- ❖ Receiving monthly schedules from customers and do planning accordingly.
- ❖ Receiving Purchase Order from customer and reviewing all the details to generate sales order.
- ❖ Checking the market value of the Products and do plans for existing projects.
- ❖ Doing Project reviews & Drawing reviews internally to meet the customers' Critical timeline.
- ❖ Raising Open issues to the customers based upon R&D Queries in terms of Design.
- ❖ Making Presentations and arrangements for Customers at the time of Company visit.
- ❖ Doing customer satisfaction survey and customer complaint reports for internal improvements.
- ❖ Following pending Payment to Customers.
- ❖ To make Offer Sheet for the Price revision of products based on FOREX.
- ❖ To prepare Short Term & Long Term Business Plan & doing analysis based upon plan vs actual .
- ❖ Co-ordination with related departments such as R&D, Quality & Prod for solving Technical & quality queries.
- ❖ To follow up Yearly Biz Plan & fixing target .
- ❖ To receive LOI & follow up from Proto build to SOP build .
- ❖ To work upon Localization of imported parts with R&D - resulting in the cost saving.
- ❖ VAVE co-ordination & on time implementation of EO & ECN change of any componen

