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09-11-1994

HOBBIES



Listening Music



Travelling



Reading



Writing articles

OBJECTIVE

To continue my career with an organization that will utilize my technical, supervision and administrative skills to benefit mutual growth and success.

WORK EXPERIENCE

Executive

Horiba India Pvt. Ltd.

July 2021- Present

- Handling automotive segment for Southern region
- Align and execute sales task towards the attainment of Sales target for respective Customer
- KAM for respective customer irrespective of territory
- Creating customized proposal and executing same as per business requirement
- Solution Selling based on Value Proposition
- Strategic Sales approach
- Handling complex tasks and exceed client expectations
- Commercial negotiations & decision-making towards planning and handling customers
- Prepare strategy and its presentations for management towards future market
- Setting targets and goals for the sales team(s)
- Representing the company in Networking Events, Conferences, Seminars, etc.
- Promoting new areas/technologies of HORIBA to current and new potential clients for its business growth
- Sales/Business coordination across HORIBA Group companies
- Effectiveness and time management for self and for team members

Major Customers-

- Ashok Leyland
- Royal Enfield
- Hyundai Motors India Ltd
- Global Automotive Research Centre
- Delphi TVS
- Toyota Kirloskar
- Mitsubishi Heavy Industries
- TVS Motors
- India Nippon
- Bosch
- Daimler India Commercial Vehicles
- Mahindra Research valley
- Yanmar India
- IIT Madras
- Madras Institute of Technology

Products Handled -

- Emission Analyzers
- Engine & chassis dynamometer
- Battery & Fuel cell test station
- Portable Emission Measurement System (PEMS)
- Driveline Testing equipments
- High Altitude simulator
- Portable emission analyzers

TRAININGS

- Managerial Accounting
- Microsoft Excel Advanced
- Microsoft PowerPoint
- Data Analysis & Reporting
- Business Etiquettes
- Customer Centricity
- Emotional Intelligence
- Strategic Selling

LANGUAGES

English	████████████████████
Hindi	████████████████████
Tamil	████████████████████
French	████████████████
Sanskrit	████████████████

WORK EXPERIENCE (continued)

Senior Engineer

May 2018- July 2021

Mando Automotive India Pvt. Ltd.

- Key Account Holder for Hyundai & KIA Motors.
- Business plan preparation.
- RFQ generation and Price management.
- Product profit maintenance.
- Supporting for new business acquisition.
- Analysis to decide the cost effective manufacturing site among the overseas sites with Headquarters.
- Raw material & BCD change price settlement.
- After Market part price fixation.
- Engineering Order change development and price settlement.
- Packing & Logistics price settlement for Direct Export projects.
- FOREX revision for export projects periodically.
- Customer Asset (Mold) cost settlement.
- AR management.
- Retrospective management.
- FTA documents preparation.
- Achieving sales as per biz plan every year.
- Cost savings through localization & VA/VE ideas.

Products Handled

- Brakes System - Master Booster, Caliper, Drum Brake, Anti lock braking system and Electronic stability control.
- Steering System - Column and universal joint assembly, Manual rack and pinion.
- Suspension System - Front strut and Rear shock absorber.

Projects involved

- Hyundai - New Santro, Venue, Grand i10 NIOS, New Creta.
- KIA - Seltos, Sonnet.
- Export - Hyundai Turkey, Brazil, Russia, USA (Alabama), Indonesia & KIA USA (Georgia).

Senior Engineer

Dec 2016- Apr 2018

Shanmuga Management Services

- Advise managers on organizational policy matters and recommend needed changes.
- Arrangement of workshops in leading institutes.
- Market research on ongoing events and those to be held in future.
- Customer feedback and preparation of project report.

REFERENCES



Dr.K.Ravichandran
Dean
Anna University
Regional Campus,
Coimbatore - 641046



Dr.V.Subrahmanian
Professor,
Anna University - MIT
Campus,
Chennai - 600044

WORK EXPERIENCE (continued)

Graduate Engineer Trainee
Sundaram Auto Components Ltd.

Jul 2016 - Dec 2016

- Receipt of RFQ for internal processing.
- Extraction of Bill of Materials from part diagram.
- Costing and validation of financial feasibility of project.
- Quotation preparation and arrangement of meeting with customer for negotiation.
- RFQ generation plan and prediction.

Products Handled

- Plastics components for passenger & commercial vehicles.

Major Customers - DICV, Hyundai Mobis, Rane TRW, Ford, etc

EDUCATION

PGP- Data Science & Business Analytics 80%
Python, Tableau, SQL, KNIME 2021-2022

**Great Lakes Institute of Management &
University of Texas, Austin**

Master of Business Administration
Marketing 66%
Manonmaniam Surandaranar University 2018-2020

Bachelor of Technology 72.6%
Rubber and Plastics Technology 2012-2016
Madras Institute of Technology
Anna University

XII 96.25%
Zion Mat.Hr.Sec. School 2011-2012

X 94%
Kendriya Vidyalaya, Tambaram 2009-2010

ACHIEVEMENTS

- Best performer for bringing retrospective settlement amount of 298.7 Mil INR on time.
- Savings of 3.2 Mil INR with 60% PBT in engineering order change price settlements.
- Entering into Indonesia market by new business acquisition with prescribed PBT guideline.
- Savings of 15 Mil INR done by localization of major imported sub parts by being as a member of supportability in Localization CFT.
- State topper in Computer Science in HSE.
- Got Prime Minister Scholarship from Ministry of Defence, Kendriya Sainik Board.
- Passed the National Cadet Corps (N.C.C) Certificate 'A' Examination authority of Ministry of Defence, Government of India with Grade-A.