

RESUME

**G. SABARISH**

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Objective:

To grab an opportunity and set myself a goal where I can be innovative and attain a challenging position by exercising my interpersonal and professional skills to the fullest for the growth of the organization and mine as well in innovative and competitive world.

Academic Qualification:

Qualification	Institution Studied	Board/University	Year of passing	Percentage (%) / CGPA
M.B.A(Operations Management)	Anna University, Chennai	Anna University, Chennai (Distance Education)	2017	64%
B.E.(Mechanical)	Kingston Engineering College, Vellore	Anna University, Chennai	2014	8.345 (cgpa)
Higher Secondary	Sri Narayani Vidyalaya, Vellore	Tamil Nadu – State Board	2010	86.91%
SSLC	Sri Narayani Vidyalaya, Vellore	Tamil Nadu – Matriculation	2008	84.6%

Professional Experience :**Employer – 2****: M/s. Dewas Metal Sections Limited, Ranipet**

Duration : Mar 2016 – Till Date

Designation : Assistant Manager

Department : Marketing

Segments Worked : Automobile, Railways, Textile Machinery, Elevator, Solar Power

Customers Handled : Ashok Leyland, Prabha Engineers, Integral Coach Factory, Kirloskar Toyota Textile Machinery, Savio India Limited, KONE Elevator India, Johnson Lifts, TATA Power Solar and L&T Solar Division.

Roles & Responsibilities :

❖ Development :

- Handling of customers in terms of their requirement based on QCD.
- Exploring existing and new customers and giving them the brief on the cold roll forming to generate and improve the business.
- Working with the D&D department based on the RFQ to check for feasibility of manufacturing and readiness of tool cost.
- Getting the commodity price from the Purchase team and preparation of part cost and submit the same to customer.
- Discussion and negotiation with customer to finalize the pricing and proceed for development.

❖ Regular Business Activities :

- For existing customers submission of price due to commodity price variations based on the duration fixed in the pricing agreement.
- Maintaining the master of customer drawings along with their ECN's and periodic check internally whether the update drawing is in regular use.
- Maintaining excellent relationship with the customer by making periodic visits. Also ensuring customer satisfaction and share their suggested improvement points based on MOM during visits and share improvement points internally to ensure maximum customer satisfaction.

❖ Data Management and Improvement :

- Maintaining the data of pricing against each customers along with their purchase orders.
- Maintenance of basic data like invoices and preparation of master data of customers with their terms of payment.
- Preparation of weekly Customer Collection plan and monitoring payments from customer against sales and taking regular follow-ups.
- Periodic checks on commodity prices through SIAM and MEPS data and also periodic checks on understanding of FOREX prices.
- Involved in the preparation of organization's product mix, business policy and the budget for the respective financial years.
- Suggesting customers to prefer for cold rolled formed products to get better productivity.
- Monitoring the profitability of organization and also suggest on the Inventory controlling activities too.
- Analysis of Market trend and planning of improving sales accordingly.
- Preparation of Monthly sale orders plan and working towards achievement of target.
- Conversion of customer requirement to Production plan and Handing over to production department.
- Conducting weekly requirement meeting with production team and dispatch team with plan vs actual chart.
- Monitoring the sales/dispatch related activities to assure customer satisfaction.
- Driving the team for cost saving activity to make organization more competitive.

Employer – 2 : **M/s. Neel Auto Private Limited (JBM Group), Hosur**
Duration : November 2014 – February 2016
Designation : Graduate Engineer Trainee
Department : New Product Development
Segments Worked : Automobile
Customers Handled : TVS Motor Limited (2W Division)

Roles & Responsibilities :

- Worked on the project of Development of new TVS XL 100 4S and TVS Victor Bike Frame development.
- Preparation of BOM based on the assembly drawing received from customer.
- Identification and separation of child parts which are to be made inhouse and which are to be outsourced.
- Working with NPD quality on the preparation of PPAP and APQP documents.
- Handing over the approved process line chart to the Plant Engineering department for production layout setup.
- Inspection of Part gauges, stage wise weld fixtures and total acceptance gauge through CMM and preparation of periodic inspection plan and submit to customer.
- Procurement of parts based on the customer development plan.
- Monitoring production of samples of the frames.
- Plan for joint inspection with customer before dispatch and produce a master sign-off sample for reference and acceptance.
- Handing over the actual weld length details along with final BOM and its part cost to marketing department.
- Handing over all mandatory documents for SOP to regular production and its related supporting departments.

Inplant Training Programme:

Company name : **Greaves Cotton Ltd.** at Ranipet.
Department : Production
Study Topics : Study of Engine parts like Cylinder Head, Crank Shaft, Cam shaft, Connecting Rod, Piston, etc., assembling of PIAGGIO auto engine and its testing.
Year / Semester : 2011-12 / 4

Company name : **Same Deutz Fahr Pvt. Ltd.** at Ranipet
Department : Production
Study Topics : Study on basic types of tractors of M/s. SAME DEUTZ FAHR, M/s, LAMBORGHINI and the assembly of tractors and its process.
Year / Semester : 2011-12 / 4

Company name : **Hindustan Aeronautics Limited (Aircraft Division)** at Bangalore.
 Department : Production
 Study Topics : Study on basic types of Fighter Jets(Jaguar Jets) and Helicopters. Saw their various components manufacturing process and assembly of jets and helicopters.
 Year / Semester : 2012-13 / 5
One day Industrial Visit to M/s. ICF and M/s. TVS motor and witnessed their manufacturing process.

<u>B.E. Academic Project : Hyundai Motor India Limited, Chennai</u>	
Title	OIL SPRAY AUTOMATION FOR CAR PANELS
Shop & Area	Press & Production
Project Description	<p>The main aim of this project is spray the oil to car panels automatically. Oil is sprayed to the car panels to prevent the formation of rust and pitting when stored for a long period.</p> <p>So, our project is to automate the oil spray by the use of specially designed frames, sensors, pallet pushers and solenoid valves to increase the productivity as it replaces the manual oil spray system (present system)</p>

- **B.E. Mini Project on “Design and Fabrication of Model Of Steam Power Plant with the help of Pressure Cooker”.**

Strengths:

- Good Communication Skills.
- Interpersonal Relations.
- Team Effort and Sincere Coordination.

Co-curricular Activities:

- Presented a paper, “Thermoelectric Generator” in a National level technical symposium held at Arunai Engineering College, Thiruvannamalai.
- Attended a workshop, “Automotive systems” in a National level technical symposium held at Sastra Engineering College, Tanjore.

Co-curricular Activities:

- I was the class representative in the 4th, 5th, 6th, 7th and 8th semester of our class in my college [Kingston Engineering College].
- Organized and went for an Industrial Visit to TVS Motor India Ltd., Hosur in the academic year 2012-13 and ICF(Integral Coach Factory) in Chennai in the academic year 2011-2012.
- Hobbies includes playing chess, surfing on the current trends and developments, & watching cricket.

Personal Profile:

Name : G. SABARISH
Date of Birth : 27-01-1993.
Father's name : S. GOPAL
Sex : Male
Marital Status : Single
Languages Known : English and Tamil
Nationality : Indian
Permanent Address : #69, Avalkara Street, Kosapet,
Vellore-632001, Ph: 08695148410
Passport Number : L 3793399

Reference:

- Mr. V. Rajesh
Senior Engineer – Project Buyer
M/s. Valeo India Private Limited, Chennai
Phone : +91 73739 11196
- Mr. Rajini Sethupathi,
Assistant Manager,
M/s. Neel Auto Private Limited (JBM Group), Hosur
Phone : +91 87540 66225

Declaration:

I hereby declare that the information furnished above is true to the best of my knowledge.

(G. SABARISH)