

RESUME

RANSHING ABHIJEET V.

EMAIL: -abhijeet.ranshing09@gmail.com

MECHANICAL ENGINEER

Contact: - 9594942765

KL-4/97/3, SEC-4E, KALAMBOLI

NAVI MUMBAI-410218

OBJECTIVES:

- To be a part of organization that gives me opportunity to learn & update my knowledge and skill.
- Also to be part of team that dynamically works towards the growth of organization.

EMPLOYMENT HISTORY:

Company : Fortran Steel Pvt Ltd , Talaja

Period : 26th Jan 2020 — till date

Designation : Sales Engineer.

JOB PROFILE AND RESPONSIBILITIES:

- Cold calling of New customer
- Handling existing customer
- Finding New customer and deal with them
- Prepare Quotation and Follow up for order
- Follow up for payment and Prepare Daily sales report

Company : SKM Metal Processors (A div. of SKM steels LTD.). MIDC Talaja. (ISO 9001:2015)

Period : 23rd Aug 2018 — 05th May 2019

Designation : Quality Inspector.

JOB PROFILE AND RESPONSIBILITIES:

- Detection of surface defects on HR/CR sheets, Galvanized sheets, Aluminum sheets & CRCA sheets from TATA.
- In process inspection of HR/CR sheets, Galvanized sheets, Aluminum sheets & CRCA sheets.
- Handling Documents of ISO 9001-2015 Audits.

- Knowledge & handling of various measuring instruments such as **Digital & Analog Vernier calipers up to 1000 mm, Measuring Tape upto 15mm, Digital & Outside Micrometer, Taper Gauge.**
- Maintaining instrument calibration status and calibration record.
- Reviewing PFMEA, Control plan and Quality Plan on RPN based for specified quality issues.

TRAINING OBTAINED:

- Basics of 5's, Kaizen, JIT System.
- T.S. Tools (Technical Specifications)
- Process & Product Audits
- PFMEA (Process Failure Mode And Effect Analysis).
- ISO 9001:2015.
- CAPA (Corrective Action Plan Analysis)

EMPLOYMENT HISTORY:

Company : Pilot Gaskets And Engineers, Mumbai

Period : 06th May 2019 - 25th Jan 2020

Designation : Technical Sales Engineer (western Maharashtra)

JOB PROFILE AND RESPONSIBILITIES:

- **Sales Sourcing**
 - o Includes- lead generation, conversion of leads, sales visits, demonstration of products and co-ordination with
 - o order processing team
- **Customer Management**
 - o Includes- networking for long-term partnerships with clients, payment follow-up, sales advisory, negotiate
 - o Deals, evaluation of customer needs, resolve issues on customers' end
- **Cost Management**
 - o Includes- targeting cost-effective leads, customer pursuance and ensuring timely payment from customers

ACADEMIC QUALIFICATION:

- Bachelor in Mechanical Engineering from Vishwaniketan Institute of Management
- Entrepreneurship And Engineering Technology, (Khalapur) Mumbai University with 6.38 (CGPA) in 2018
- Diploma in Mechanical Engineering from S.B.Patil Polytechnic, Pune with 70.81% in 2014
- HSC from V.K. Junior college (Panvel) Mumbai board with 68.17% in 2011
SSC from Sudhagad Education Society (Kalamboli) Mumbai board with 67.53% in 2009.

PROJECT DETAILS:

- Project on "SPEED ARRESTER BY BHARAT WIRE AND ROPE".
- **Description:** Speed arrester is one of the important aspects of road safety every highway safety norms include speed arrester for road safety. Our group with Bharat wire ropes (BWR) Ltd. has initiated to make use of the foreign technology for the first time in India. Speed arrester restricts the vehicle speed and reduces savour damage of vehicle and risk of human life

VALUE ADDITIONAL PROGRAM PROJECTS:

- Project on “DESIGN IN CATIA OF TYRE AND TUBE MOUNTING REAR AXLE OF CAR ”.
- **Description:**. By using CATIA V5 Software we design part of tyre and tube mounting rear axle of car. Firsts we design part and then assemble it.

VALUE ADDITIONAL PROGRAM PROJECTS:

- Project on “ANALYSIS OF PRESSURE PLATE ”.
- **Description:**. When pressure plate mount it experience the variable loading condition, in such situation there may be the chance of failure. so we model and analyse the pressure plate in different condition gain knowledge of modelling software such as “CATIA V5, ANSYS”.

TECHNICAL / IT SKILLS:

- CATIA V5
- BASIC ANSYS
- M.S. Office
- MS-CIT

EXTRA-CURRICULAR ACTIVITIES:

- Organized various cultural and Technical activities
- Organizer of Robotics workshop
- Organizer of lathe workshop
- Work in student council of college

PERSONAL PROFILE :

- Name : Abhijeet Vijay Ranshing
- Date Of Birth : 9th MARCH 1994.
- Nationality : Indian.
- Marital : Single.
- Languages : English, Hindi and Marathi.
- Hobbies : Trekking, Playing, Travelling etc.

DECLARATION:

I hereby declare that all above information is true as per of my knowledge.

Place:

Date:

[RANSHING ABHIJEET VIJAY].



