

Abhishek Kumar

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Age: 26 years | Male



Career Objective

Mechanical Engineer with 24 months of Automobile experience seeking Marketing/ Sales/Production role, so that I can utilise my knowledge & analytical skills in respective domain for the growth of the organization

Academics

Year	Degree	CGPA / (%)	University/ Institute
2018	PGDM (Marketing)	5.37 (62.96%)	Institute of Management Technology, Nagpur
2014	B. Tech (Mechanical)	70 %	Centurion university, Orissa
2010	12 th	55.80%	CBSE
2008	10 th	60%	CBSE

- Certified in Lean Six Sigma Green belt training programme from KPMG.
- Certified in CATIA (Computer aided three-dimensional interactive application) from CTRTC.
- Certified in CAD (Computer Aided Design) from GTETSDC.

Professional Experience

24 months

June 2014 – May 2016

Company: - Moflex Suspension Pvt. Ltd.

Designation: - Engineer

Department: - Operations (Production)

Responsibilities:-

- Planning and scheduling of production, quality with **zero defects**
- Planning to **minimize breakdown time** and **increase the productivity** of the machine
- Manage production operations with key focus on **optimal utilization of resources**.
- Inspect all the processes to ensure best quality product finish on time
- Analyze all the processes to **reduce time delay**
- Establish open and transparent communication within the team to **improve team work**
- Establish and monitor individual's performance and support **skills enhancement of team members**
- Initiate and support **continuous improvement** activity within the team
- Monitoring quality to compliance with given standards
- *Sphereheading entire gamut of production and planning based on operations inclusive of:*
 - Looking after the production line
 - Periodic validation of process
 - Monitoring productivity chart
 - Daily/hourly monitoring of production line and reporting
 - Implementation and monitoring of **5S, Kizen and lean production system**
 - Participate in daily meetings, **Highlight feedback/issue related to disturbance** for the day or week

Summer Internship Program

2 months

Company – Gujarat Co-operative Milk Marketing Federation Ltd. (Amul)

April 2017- May 2017

- **Function:** Sales and Marketing
- **Direct Team-** Area Sales Manager, Regional Sales Manager
- **Project title:** Sales and Promotion of Amul Ice cream
- Worked with four distributors covering 300 outlets

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- Increased sale of Amul Ice cream in the allotted area of Nagpur and added new outlets in existing market presence
- Design a promotional strategy and activity to increase the sale of Ice cream of an Ice cream parlor
- Cost estimation and budgeting for the promotional activity
- Return on Investment Analysis of Distributors

Achievements: Successfully implemented the strategies to increase the revenue of Amul Ice cream parlor. Which leads to 300% growth in revenue per week.

Academic Projects

- Valuation and Analysis of a company on the basis of different valuation method (DDM, FCFF, FCFE)
Brand management project on "Superia" (ITC)
- To study the market product portfolio of Superia
- Internal market analysis of superia and similar brand of competitors
- Came up with the strategies to strengthen the brand and increase the sales

Skills

Business Skills: Interpersonal and communication skills, Ability to work with a wide variety of people, Negotiation Skills, Adaptability, Analytical ability, Problem solving and decision making capability.

Technical Skills: MS word, Power Point, Excel
