



**Kishan vanani**  
**Technical Sales engineer**  
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To create individual worth that will add tremendous value to any global corporate through professional skills and constantly keep moving up the value chain as a dedicated team player who can bring to your organization excellent skills like analytical, planning, organizing, time management and communication.

## EDUCATION

<b>Bachelor of Engineering (Automobile engineering)</b> Merchant institute of technology, INDIA - (7.23 CGPA)	<b>2016</b>
<b>H.S.C</b> Shree Swaminarayan gurukul , SURAT,INDIA – (2 <sup>nd</sup> class)	<b>2012</b>

## TECHNICAL SALES ENGINEER – GUJARAT AREA

<b>Technical sales engineer</b> <b>TRITORC EQUIPMENTS PVT LTD,THANE</b>	<b>Sep 2016 to June 2017</b>
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### Duties:

- Performed Sales And Support For All Products And Services, Including Rental Contract for Gujarat area.
- Serve the major client like Reliance oil and gas,GNFC,GSFC,Adani power, tata power,HMEL with rental bolting solutions and tools supply and many others small companies.
- Also worked as service engineer because company have 60% revenue from service jobs.
- Worked in reliance refinery at Jamnagar, cairn india at barmer as service engineer for rental bolting contracts.
- Also provide high technical support to customer at location and training support.
- Helping my Sales & Technical executives for better company growth.
- Preparing power point presentation for better understanding of products to the customers.
- Monitoring and Handling the client with regular follow up.
- Visiting various customers which include all oil and gas sector, fertilizer compnies,heavy construction companies and Govt Sectors Provide technical solution to generating Enquires of following products  
Hydraulic torque wrench, Manual torque wrench, Pneumatic torque wrench, hydraulic jack, torque multipliers, nut spitters, flange spreaders, socket, spanners and many more



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## ACADMIC PROJECT

### 1. Design And Fabrication Of Prototype Defense Vehicle

I Have Designed Four Wheeler Armored Vehicle In Creo parametric 3.0 And Simulation Done In Ansys With Following Special Features.

An Off-Road Capabilities

Mine Proof Hull

Bullet Proof Light Weight Armor

Analysis Done To Check The Vehicle Reliability & Testing Purpose With The Help Of Ansys Workbench 15.0

After Successful Analysis, We Have Fabricated Proto In 3 Months.

It Can Be Very Useful For Indian Military As Well As For Home Affair

#### Duties:

- Worked As Team Leader And Design Head Of The Project.
- Responsible For Prototype Development, Reverse Engineering, Testing & Making The Final Drawings. Related To New Development & Production.
- Design Of All Components To Fit The All Aesthetics & Mechanical Requirement. Verifying The Molding Capability For Given Performance.

### 2. Baja 2015-16

Worked As Design Head & Vice-Captain Of Our Team

Prepared Design As Per Guidelines & Rules Given By Baja Committee & We Have Presented Our Design In Virtual Competition

### 3. National Go-Karting Championship

The Real World Engineering Competition Organized By Virtulis Motorsport.

Total 110 Teams Participated In Design Round & 79 Teams Were Selected For Final Event At Rpm International Go-Kart Circuit.

We Have Secured 29<sup>th</sup> Rank In All India And 1<sup>st</sup> In Gujarat

#### **My Responsibilities**

I Designed The Complete Assembly & Lead Design Team.

I Presented Our Team In Virtual Design Competition Being Design Head And Selected For Finals.

I Wrote Design Report And Business Report On Behalf Of Our Team



## CORE SKILLS

- Extensive Experience In Mechanical Sales Strategies And Price Negotiations
- Strong Knowledge Of Oil And Gas Sector Tools
- Excellent Oral And Written Communication Skills
- Superior Skill In Selling Mechanical Tools and service.
- Exceptional Track Record In Business Sector Mechanical Sales
- Love to travel
- Team Player And Good Leader.
- Negotiation Skill.
- Strong Interpersonal Skill
- Project planning and service management skills.

## SOFT SKILL

- CREO PARAMETRIC 3..0
- SOID WORKS 2015
- ANSYS V15
- MICROSOFT OFFICE 2011

## PROVEN JOB ROLE

### Sales & service Engineer / Technical

- Got huge orders and fulfill the work given to me.
- Achieved the given targets and lead the team in the given territory.
- Approved our engineering products in Govt sector as well as private sector.
- Given 100% satisfaction to my customers.

## PERSONAL DETAILS

Nationality: Indian  
License: Indian

Marital Status: Single  
Resident : Surat

Languages: English, Hindi, Gujarati  
D.O.B : 21<sup>ST</sup> NOV 1994

## REFERENCE

Available upon request