

- Monthly report outs and brainstorming with Sales and Product Management team
- Responsible for **Business Analysis** and **Market data** (Competitive Pricing, Market Sizing, Macro-economic Indicators, Industry activity and New Projects database)
- Worked on '**Air Compressor Market Sizing and IR Market Share Estimation**' for Middle East Market
- Identified among high potential individuals as key member for '**India Services**' **Growth Excellence A3 Project** [Team Size: 5] and **EMEA Services A3** [TS: 10] for year 2015
- Identified among high potential individuals as key member for '**Vertical Markets**' **Growth Excellence A3 Project** [TS: 5] for year 2014
 - Awarded '**A3 Champs - Best A3**' for formulating Best Strategic A3 for Vertical Market Growth
 - Awarded **5 out of 7** monthly awards for exhibiting Excellence in VM A3 project month over month
 - Winner '**Year End A3 award**' for being best performing team among 6 Growth Excellence teams across India
 - Team responsible for **138% and 84% increase** in Bookings and Revenue (Annual Plan) over previous year and doubling market share in identified verticals
 - Awarded '*Exceeding Expectations*' rating for excellent work and results

Ingersoll Rand (India) Ltd. **ADP Associate** (Gurgaon) **May 2012 - Mar 2014**

Part of the first batch of **Accelerated Development Program (ADP)**, a two year **Leadership Development Program** of Ingersoll Rand in India

Product Management Stint (Second Year):

- Worked on Strategic Initiative of '**Market Share growth of Centrifugal Compressors in Middle East**'
- Worked on Global Strategic Initiative of '**SKU Rationalization**' with '*Exceeding Expectations*' rating
 - Achieved 39.4% reduction against target of 20% for India region
 - '**Path Breaker**' Award winner for Q4 2013
- Worked on India initiative of '**Industry Analysis and Mapping**' to increase current channel reach with '*Exceeding Expectations*' rating

Strategy Stint (First Year):

- Worked on **Long Range Plan (LRP)** Initiative of '**Growth of IR's footprint in Vehicle Service Segment**' with '*Exceeding Expectations*' rating (1st year project in ADP program)
 - Worked on **Market Analysis, Sizing, Product Portfolio construction and Go-to-market plan**
 - Strategic Tie-ups with 7 key accounts in Vehicle Service Segment resulted in **3.6 MINR** billing in 3 months period

Sandvik Asia Pvt. Ltd. **Sales Engineer** (Hyderabad) **Aug 2008 - May 2010**

- Managed a key account portfolio of **12** customers
- Conducted presentations, seminars and trial run of the equipment for promotion of Sandvik products to existing and potential clients
- Formulated new **Sales Strategy** by studying various clients' profiles
- Expanded the existing **customer base** by aggressively introducing new clients
- Promoted to **Sales Engineer** in a year of joining as a Graduate Engineer Trainee
- Received a **Performance based Increment** of 12% in March 2010

PROJECTS / INTERNSHIPS

OBEROI REALTY LTD *Engineering and Planning Division* **Apr 2011 - May 2011**

- Project Work* ***Strategy for improvement of Budgeting and Cash Outflow projection processes***
- Studied and analyzed the existing Budgeting and Cash Outflow projection process
 - Strategized an improved process concentrating on increasing the Efficiency, Effectiveness, Accuracy, Monitoring and Control of the process
 - Recommendations appreciated by MD and implemented in the firm
- Responsibilities and Achievements*

BOSCH REXROTH (INDIA) LTD **May 2006 - Jun 2006**

- Project Work* ***'Design of hydraulic cylinders for radial dam gate applications'***
Development of a tool in MS Excel for designing of Long Stroke Hydraulic Cylinders

EDUCATION

Qualification	Year	Institute	Result
P.G.D.M. (General Management)	2012	IIM Ahmedabad	2.78 / 4.33
B. Tech. (Mining Machinery Engineering)	2008	IIT, Dhanbad	7.95 / 10
Class XII (C.B.S.E)	2004	Emmanuel Mission School, Kota	81.80 %
Class X (R.B.S.E)	2002	Emmanuel Mission School, Kotputli	92.83 %

ACADEMIC ACHIEVEMENTS

- Secured **3rd** rank in the batch of Mining Machinery Engineering, ISMU 2008
- Ranked among **top 2.5%** of 1,75,355 **IIT Joint Entrance Examination** aspirants 2004
- Secured **10th** rank all over Rajasthan State in Secondary Board Examination 2002
- Awarded **Certificate of Appreciation** by the **Governor of Rajasthan** for academic excellence 2002
- Awarded **Certificate of Excellence** in Class Xth for securing **92.83%** marks 2002

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