

K.M. SANJAY KUMAR

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Career Objective:

To acquire highly challenging career and associate with the progressive organization that gives me the scope to apply my skills and to involve in the dynamic team that works in the growth of the organization.

Educational Profile:

2005-2009

Bachelor of Engineering -Mechanical Engineering	Osmania University College of Engineering, Hyderabad	64.48 %
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2003-2005

Intermediate (MPC) - BIE	Sri Chaitanya Junior College, Hyderabad	90.00 %
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2003

10th Standard - CBSE	Little Scholar School, Hyderabad	75.00 %
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Professional Experience:

Organization: Godrej & Boyce Mfg. Co. Ltd.

Designation: Assistant Manager - Appliance Service (2009-2011)

Job Profile:

Controlling and Monitoring the Registered Customer Issues relating to Servicing & Repair of the Domestic Appliances of Refrigerating & Air-Conditioning System through Company Authorized Franchisee Channels.

- Providing after sale service to the appliances pertaining to installation, breakdowns, malfunctioning, replacing & revamp works.
- Conducting periodic technical meetings & giving PowerPoint Presentations to the field service engineers, upgrading the latest techniques of repair and refurbish.
- Bridging the harmonic path between the Company Warehouse & Franchisees for fast and safe dispatch of spares in sophisticated way to enhance the Customer Satisfaction Index.
- Attending critical field issues with service engineers to guide the team in resolving the task on technical grounds with more promptness.
- Maintaining & abiding to MIS on regular basis, communicating the essential data to the concerned wings for upgrading the system improvisation.

Organization: ProCoat Specialities Pvt. Ltd.

Designation: Technical Executive (2011-2018)

Job Profile: Providing technical assistance to the sales and service force, schedule job Consumable procurement estimates to maintain project timeliness in the Field of Industrial Corrosion Engineering.

- Acquired in depth knowledge of Advanced Polymer Coating Systems & Surface Preparation Methods in addressing various kinds of Industrial Corrosion Problems.
- Extensively involved in making personal visits to most of the sites in understanding the complete cause of corrosion phenomena, so as to arrive at the optimized techno-economical solution.
- Interacting with professionals on technical front at various levels in order to clarify their technical queries in line with the prevailing operational condition.
- Providing desired inputs in project planning, having regular checks over consumable inventory on hand, periodical-monitoring of project progress, coordinate with the team in tackling warranty and shipment transit damages issues along with due involvement in the Annual Business Planning of the organization.
- Preparing several technical write-ups which consist of inspection reports, project completion reports elaborating the features of Cause of Problem-Remedial Action to be deployed with the knowledge of similar experiences on hand which is shared with industries for better understandings.
- Handling & resolving the technical web-enquiries received from clients across the globe through verbal, email communication systems and negotiate with clients cum vendors on both technical and commercial terms both in person and through virtual communication mode.
- Interface closely with applications team in maintaining inventory levels to suit to the requirement of job-site staff in delivering timely-bound services.
- Organizing and delivering presentations to the sales and service engineers on how to improve technical capabilities & personality development.
- Having good vibrations & personal relationships with officials at various grades in Government as well as Private Organizations with considerable exposure to operations of various industries such as:
 - Steel Making Industries (JSW Steel Ltd., Essar Steel Ltd, etc.)
 - Cement Plants (UltraTech Group, JSW Cement, Ambuja, etc.)
 - Power Plants (KTPS, NSPH,VTPS, BTPS, VPCL, ADANI. CPP etc.)
 - Power Transmission (TSTRANSCO, APTRANSCO etc.)
 - Power Distribution (TSSPDCL, UPPCL)
 - Indian Railways, BHEL, Ordnance Factory etc.

Organization: **Demech Chemical Products Pvt. Ltd.**

Designation: **Assistant Manager (2018-Present)**

Job Profile: Monitor complete business operations in the assigned territory along with Supporting counterparts on technical terms in various parts of South India & Also assist Headquarters in the making of various technical write ups & Presentations.

- Investigating different operating processes and identifying requirement of various functional products.
- Preparing the Application Investigation Reports, Project Estimation Reports for Job Execution, Quality Assurance Plans, SOWs.
- Work on the root cause of the various corrosion phenomena and suggest clients with effective methods of protection.
- Interacting with various clients and consultants to break all the bottlenecks in projects.
- Verify the quality of the job works executed by conducting various inspections of the protection systems using both NDT & DT, such as Profile Checks as per ISO Standards, DFT Checks, Chemical Tests, Porosity Checks, Hardness Test, Impact Strength Test etc on prepared surfaces and on the applied coating systems.
- Managing, thrive & motivate the application team to inherit & improve skills to deliver professional services and meet the desired monthly targets.
- Work for the continual product development by bridging a firm mediating base between the organization & R&D consultants.
- Handling customer complaints by coordinating with Service Department & monitoring all kinds of discrepancies and deploy corrective actions.

Strengths:

- Good communication and leadership skills.
- Team player, adherence to timeliness.
- Willingness to learn and adaptability to put learning into practice.
- Confident and Hard-Working.
- Enthusiastic to learn new things.

Achievements & Extra Curricular Activities:

- Awarded gold medal in painting by Bharatha Kala Parishad.
- Won various prizes in many events of Sports & Arts held during academic period.
- Have participated in events on robotics held at IIT (Chennai), IIT (Bombay), BITS-Pilani(Goa) and ENVISAGE'08 at OUCE(Hyderabad).
- Represented and lead the cricket team for OUCE, while also played soccer for Gymkhana-XI at Hyderabad.

Personal Profile:

Date of Birth : 31-10-1986
Father's Name : Late. Sri. K.N. Mallesh
Nationality : Indian
Languages Known : English, Telugu and Hindi.

Declaration:

I hereby declare that the above mentioned information is correct to the best of my knowledge and bear the responsibility for the correctness of the above mentioned particulars.

Date:

Place: Hyderabad

(K.M.SANJAY KUMAR)