

**SHRIRAM N**

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**Career Objective:**

To grow professionally and make use of my interpersonal skills to achieve goals of a company that focuses on customer's satisfaction.

**Work Experience:**

COMPANY NAME	DESIGNATION	EXPERIENCE
TMS TECHNOV M SYSTEMS P LTD, Korattur, Chennai,	Engineer –In charge Projects (Business Development)	22 Months ( July 2017- April 2019)

Worked with team and individually and led the team towards successful execution of projects under Project, Supply Chain & Strategic Cost Management in some of the below mentioned organizations, so far

Jagdamba Enterprises Pvt Limited – Nepal	L&T (Piping Centre& HED, SSHF, ECC)
NTPC Limited – Dadri	Honda Motorcycles and Scooter India Ltd
Oerlikon – Fairfield Atlas Limited	India Yamaha Motor Pvt Limited
Hyundai Motor India Ltd	Bajaj Auto Limited
Rail Wheel Factory – Yelahanka	Pioneer Wires Pvt Limited - Nepal
Steel Cast Limited	Nirma Limited
Alicon Cast alloy limited	ITC Limited
Rockman Industries	SRF Limited
IOCL – Haldia	HPCL – Visakh Refinery
TATA Motors Limited	Honda Trading Corporation

**Key Skills & Roles Played as Engineer Incharge -Projects:**

- Lead planning, operations and analysis for assessment of revenue potential in business.
- Formulating strategies and reaching out to the customer groups for business expansion by developing a healthy business relationships and ensuring maximum customer satisfaction.
- Managing sales and marketing for the technology, ensuring accomplishment of set business targets.
- Perform market research on competitive landscape and industry trends.
- Identifying & developing potential customers for business volumes consistently and profitably.
- Mapping client's needs and providing technology solutions that reduce their input costs.
- Responsible for data entry, cold calling, giving presentation before the clients, pricing, commercial negotiations, bidding, logistics, inventory management, erection and commissioning and evaluation of technology.
- Manage the team efficiently at various phases of a project and work along with the team in achieving the set goal for that financial quarter.

### **Achievements:**

- Appraised after the internship and probation for first 6 months and promoted as Engineer – Projects at January 2018.
- Established new follow up strategies in a creative level to impress the clients.
- Mentored Jagadamba Enterprises Project and training was given to Nepal persons on technology.
- Complimented by Director-Technology on solving the evaluation problem by coming up with a new evaluation methodology for 130 MW gas turbine in NTPC – Dadri that helps in expanding business.
- Solved evaluation problem in Straight Grate Pellet Furnace in TATA STEEL LTD and 130MW Boiler in IOCL – Haldia refinery.
- Initiated and led supply chain improvements and business platform development to support the enterprise, channel business to achieve the target with significant profitability.
- Participated in Rail Wheel Factory & Lead in HPCL tender process.
- Created and edited a new corporate video that enhances the business development and marketing strategy.
- Promoted and designated as Engineer – Incharge Projects for Business development and responsible for the whole business of the company from July 2018.
- Participated in World Energy Conservation Day Presentation by TATA Motors at Pant Nagar.
- Completed over 120 Projects successfully within 18 months.

### **Educational Qualification:**

- **2017 - B.Tech in Mechanical Engineering** at SASTRA University, Thanjavur with **GPA 7.05**.
- **2013 - Graduated Higher Secondary Education** at Laurel Higher Secondary School, Pattukottai with **96.25%**.
- **2011 - Graduated High School** at J Jeya Matriculation School, Nagapattinam with **93.5%**.

### **Extra- Curricular Activities:**

- Song lyric writing.
- Cooking.
- Playing Volleyball.

### **Personal details:**

- Name - SHRIRAM N
- Father's Name - NAGARAJAN R
- Date of Birth - 14-June-1996
- Gender - Male
- Nationality - Indian
- Languages Known - Tamil, English