

SUNNY SATISH SHARMA

B.E MECHANICAL

D.O.B: 07/11/1996

Email: sssharmasunny1996@gmail.com

Address: C-203,Dattatray Complex, Sainath Nagar, Murbad Road, Vasind(W). Pin Code: 421601.

Phone: 9766420401/8080242440.

CAREER OBJECTIVE:

I am looking ahead to work in a professional, growth oriented organization, where in one can make significant contribution to the success of the organization. Seeking a position that involves creativity, challenges and that provides me, an opportunity to constantly strive to explore, innovate & excel in attaining organizational and my individual goals. A consistently dependable team player, I can thrive in a high-pressure environment, enjoy the challenges of meeting deadlines and work in a team.

ACADEMIC CREDENTIALS			
DEGREE	LOCATION	CGPA	YEAR
B.E (Mechanical)	YadavraoTasgaonkar Institute of Engineering and Technology.	First Class	2020
DIPLOMA (State Board)	YadavraoTasgaonkar Polytechnic.	60.31	2016
X (CBSE)	Jindal VidyaMandir, Vasind(W)	78.20	2012

EXPERIENCE

(AUG 2021 – PRESENT) DAMODAR ROPEWAYS AND INFRA LIMITED, KOLKATA.

DESIGNATION: MARKETING ENGINEER (SALES AND MARKETING DEPARTMENT)

JOB PROFILE:

- Co-ordinate and participate in building client relationship and site development of the project.
- Preparation of presentations for the purpose of Marketing and Project Sales.
- Attend Pre-Bid Meetings for participating in tendering process.
- Preparation of Bid Documents for Technical and Financial Proposals against E-tender Process.
- Visiting Clients for the development of the proposed projects.
- Preparation of various reports on project analysis.

(NOV 2020 – AUG 2021) SEALINKERS PVT.LTD, MUMBAI.

DESIGNATION: MARKETING EXECUTIVE (SALES AND MARKETING DEPARTMENT)

JOB PROFILE:

- Sales and Marketing of USHA MARTIN make Steel Wire Rope, TITAN/INDEF make Chain Pulley Hoists, CROSSBY MAKE SHACKLES, SEA-LINKERS make Wire Rope Slings, Chain Slings and ZEBRA make Polyester/Webbing Slings..
- Identify, co-ordinate and participate in client relationship building activities and meetings.
- Cultivate relationships with the key players in the market to create beneficial referral systems.
- Preparing MIS reports and presenting it to the management.
- Maintain Customer database, cold calling and visiting new customers with a motive of new business development opportunities.
- Familiarizing and complying of SAP ERP System, Company Products, Services, Processes of Sales/Production/Logistics.
- Catering Customers by resolving queries, payment follow up, and corporate presentations for high end Customers.

EXTRA OUALIFICATIONS AND SOFTWARE PROFICIENCIES:

- Successfully completed the Basics of Marketing, Customer Value in pricing strategy courses under Course-era.
- Successfully completed MS-CIT, Computer Course under the Maharashtra Knowledge Development and Research Committee (MKCL).
- Full knowledge of Excel and Windows 8.1.
- AUTO-CAD SOFTWARE under EDUCADD AN ISO 9001:2008 CERTIFIED COMPANY.

ACADEMIC PROJECT:

1. Case Study and Estimation on Power generated by Windmill' as per University Curriculum.

Description:

The idea was to estimate and minimize the use of electricity in the college campus and suggest a windmill for the whole campus to reduce the billing amount spent on the whole campus.

2. Electromagnetic Weight Lifting Crane

Description:

The idea was to use the electric charge that generates a magnetic field in the mechanism for the whole unit to produce the electromagnetic force to lift heavy weights.

EXTRA CURRICULAR ACTIVITIES AND ACHIEVEMENTS:

- Trained Tours and Event Organizer.
- 2nd position at state level paper presentation competition.
- Member of Student Council of Y.T.I.E.T as a Treasurer.
- Member of M.E.S.A at Y.T.I.E.T
- Member of The Global Education & Leadership Foundation (tGELF) committee.

TRAINING:

- One week project work In EDUCADD and successfully completed workshop for a period of 16 hours. In this period, I learnt about the designing of the various machining elements.

COMPETENCIES

- Quick learner & adapts well to changes and pressure in workplace
- Managing relationships & working efficiently with diverse groups of people
- Committed to meeting deadlines and schedules.
- Leadership skills to lead projects & handle work independently.

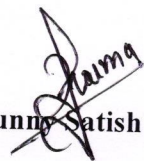
PERSONAL DETAILS

NAME	Sharma Sunny Satish
FATHER'S NAME	Sharma Satish Kalu
MOTHER'S NAME	Sharma Reena Satish
DATE OF BIRTH	November 07, 1996
MARITAL STATUS	Single
NATIONALITY	Indian
LANGUAGES KNOWN	English, Hindi, Marathi, Bengali
PRESENT ADDRESS	C-203, Dattatray Complex, Sainath Nagar, Murbad Road, Vasind (W) Pin code: 421601
CONTACT NO.	+919766420401/8080242440
E-MAIL ID	sssharmasunny1996@gmail.com

DECLARATION

I hereby declare that the details furnished above are true to the best of my knowledge.

Place: Vasind


(Sunny Satish Sharma)