

Vishal Sharma

E-mail: vishalbhardwaj0602@gmail.com Tel: +91- 8160280630 (M)

Address: Flat No.6/5, Kondivita CHS Ltd, Marol Pipeline Road, Near Airport Road Metro, Andheri

Objective : A frontline management professional aspiring to excel in Marketing/Sales and Operations through Imbided Soft Skills, Self-conviction and assertiveness.

Key Strength

Sales Management, Team Leadership, Team Building, Leading Operations, Employee Training, Business /Revenue Growth, Organizing Events

Professional Profile:

RDC Concrete (India) Pvt. Ltd

Working since 01st Sept 2019

PLANT Manager-Andheri

RDC is one of the leading Readymix Concrete manufacturers of India having 67 plants, spread over different parts of India. Its annual turnover is INR 1500 Crores and is now a part of Hella Infra which is a Start-up of, Unicorn status.

(Job Profile – Plant Manager)

- Oversee Operations to ensure Safety.
- Develop plans to help Operations run smoothly.
- Manage Production by eliminating Hurdles
- Create and Manage Budget.
- Leading a Team of 40 Members of Plant and aligning/organizing for better efficient results.
- Giving Training to New Graduates appointed at Plant level in Operations and Sales.
- Reviewing data to reduce In-efficiencies.
- Handling 3 big projects in Mumbai Territory as well as commercial Business.
- Generating Sales Lead, handling complaints after service for future business.
- Meeting with Builders, Contractors & Project Consultants for sales of Concrete.
- Responsible for proper utilization of resources to achieve productivity.
- Have done an Average Sales of 600cum per month.
- Responsible for timely payment collection within specified payment terms.
- Reporting to Business Manager and Regional Business Head.

RDC Concrete (India) Pvt. Ltd

01/04/2018 to 31/08/2019

CDS Incharges-Mumbai Region

RDC is one of the leading Readymix Concrete manufacturers of India having 67 plants, spread over different parts of India. Its annual turnover is INR 1500 Crores and is now a part of Hella Infra which is aStart-up of, Unicorn status.

(Job Profile – CDS Incharges)

- Was responsible for adding on TM Vendor and Pump Vendors to ensure smooth Operations at Plant Level for 6 Plants of Mumbai Region.
- Was responsible for preparing Billing Details, cross verifying and bill booking in System.
- During my tenure, Mumbai’s transportation Cost have come down to Rs 350 per cum.
- Was reporting to Business Manager

RDC Concrete (India) Pvt. Ltd

20/03/2017 to 01/04/18

Graduate Engineer Trainee

RDC is one of the leading Readymix Concrete manufacturers of India having 67 plants, spread over different parts of India. Its annual turnover is INR 1500 Crores and is now a part of Hella Infra which is aStart-up of, Unicorn status.

(Job Profile - GET)

- Manage existing & acquire new Suppliers to achieve monthly target.
- Handling Quality Reports as per the Indian Standards.
- Managing existing & acquire new Optimized Designs
- Have done Batching on IDS Software – M1 Plant in the initial stage
- Generating sales leads, Handling complaints. After sales service for future business
- Handling all Operational Activities including Fleet Management, Pump Management

Khodiya Infotech Pvt. Ltd

July 2016 – March 2017

Design Engineer

Khodiyar Infotech is part of Khodiyar group which is associated with CAD industries since from last 10 years in Gujarat. Khodiyar infotech was founded on 16th march 2009, with an aim of Develop Engineer's skill in Engineering.

(Job Profile - Sales)

- Handling Architectural Projects
- Providing Training to Local Students over AutoCAD, Revit and Solid Works.

Internship

May2015 – June2015

Patratu Thermal Power Plant

Patratu Super Thermal Power Project is under-construction. It is 4000 MW (800 MW × 5), situated in Patratu, Ramgarh district, Jharkhand. It will use 1500 acres out of 6300 acres available with the existing Patratu Thermal Power Station

(Training Given)

- Industrial Structural Designing.
- Chemical Proof Concrete Structures.

Professional Qualification:

- BTech in Civil Engineering with 8.01 DGPA passed from MAKAUT University in the year 2016.
- 12th HSC from ISC Board with 64% in year 2012.
- 10th Boards from ICSE Board with 76% in year 2010.

Achievements:

- Awarded with “Star of the Year” in the financial year 2019-2020.
- Expertise in AutoCAD, Revit and Solidworks
- Won Winner’s Trophy as Captain in Inter School Cricket Tournament in 2011.
- Won 3rd prize in Inter-School Acting Competition in 2008.
- Basic Knowledge in C, C++, Java.

Personal-Details

Date of Birth : 06-02-1995

Father’s Name : Mr. Vijay Kumar Sharma

Linguistic Abilities : English & Hindi

Strengths : Focused, Dedicated, Self motivated, High Patience

Hobbies : Chess and Cricket