

Name: Sanchit Nanglia

Address: Upper Ground Floor, Plot No. 556, Shakti Khand 4, Indirapuram, Ghaziabad, Uttar Pradesh

Mobile: 9990989478

Email: sanchitnanglia95@hotmail.com

(<https://www.linkedin.com/in/sanchit-nanglia-6b69759a>)

EXPERIENCE

15th June, 2021 - Present

Mtandt Rentals Limited

Area Sales Manager

1. I am responsible for end to end sales process which involves lead generation, meeting up with clients, understands their requirements and closely work with our technical team to get the appropriate and best.
2. New customer addition and business development
3. Product presentations, email contacts, participation in exhibitions as appropriate.
4. Provide technical support to the client against enquiry.
5. Coordinate with design, production and quality department for smooth execution of order and communicating same to the client.

January, 2020 – June, 2020

Youngman Manufacturing India Private Limited

Technical Sales Engineer

1. I am responsible for end to end sales process which involves lead generation, meeting up with clients, understands their requirements and closely work with our technical team to get the appropriate and best.
2. New customer addition and business development
3. Product presentations, email contacts, participation in exhibitions as appropriate.
4. Register company as a vendor with potential customers in Government and Industrial sectors and increase inflow of RFQ/Quotes.
5. Searching for tender on government portal, preparing the tender documents and submission of tenders.
6. Review tender specifications.
7. Reviewing general arrangement drawing, client enquiries.
8. Provide technical support to the client against enquiry.
9. Coordinate with design, production and quality department for smooth execution of order and communicating same to the client.
10. Maintaining CRM portal.

July, 2019 - December, 2019

Shriram Transport Finance Company Limited

Business Executive

1. Engaged in Business Operations1. Documentation and processing of loans, i.e, for vehicles, business and fuel.
2. 2. Cash collection, handling, preparing daily cash report, keeping and remittance.
3. Booking of overall branch expenses.
4. Tele-verification with clients regarding the overall loan details.
5. Insurance related work.

April, 2018 - July, 2019

Cryostar Tanks and Vessels Pvt Ltd.

Marketing Executive

Analyzing the technical requirements of the client and preparing technical offers. Meet up with the customers. Tender tracking (whether our company is eligible for tender or not, both mechanically and thermally) & tender submission. Updating the costing of the standardized vessels regularly by taking rates from the vendor on regular basis. Co-ordinate with the production team regarding the status of the project. Conduct stock taking on regular basis.

January, 2018 - April, 2018

Mahle Filter Systems Ltd.

Trainee

Assisted in Central Planning Process Department

June, 2016 - July, 2016

Desein India Pvt. Ltd.

Trainee

Organizational study

June, 2015 - July, 2015

Hella India Automotive Pvt Ltd

Trainee

Studied the process of head lamp leveling actuator fitted inside a car which is used to change the orientation of the headlight.

EDUCATION

SRMIST

2014-18 B.Tech (Mechanical Engineering)

77.67%

Vivekanand Public School

2013-14

12th

70.20%

Bal Bharati Public School

2011-12

10th

64.60%

SKILLS

Excellent team player

Problem solver

Critical thinker

Flexible Creative

PROJECTS

Major Project: Modelling, Simulation and Control of Quad copter using MATLAB software.

Minor Project: Performance of an Iced Wing (The main goal of this project is to annotate the Aerodynamic effects of an Iced wing and compare it to a non iced wing)

PERSONAL DETAILS

Date of Birth: 20/07/1996

Marital Status: Unmarried

Nationality: Indian

DECLARATION

All information in this resume is true and correct to the best of my knowledge and belief.