

SHIVAM KESARI

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CAREER OBJECTIVE

To pursue a professional career in an organization, where I can constantly grow with a company, acquire specific skill at each level and try to give my best effort to my defined work for the company.

PROFESSIONAL EXPERIENCE

INDIAMART INTERMESH LTD, New Delhi from August 2019 – Till date as Assistant Manager – Client Acquisition

- New client acquisition retaining and renewing customers as well as maximizing the revenue while upselling
- Acting as a consultant to the client and offering them recommendation service and solution
- Achieving weekly and monthly target
- B2B sales, Cold calling, sales pitch, sales planning

RBM OIL CORPORATION, Pune from May 2016 to May 2019 as Business Development Manager

- Channel sales, B2B sales, Dealer sales
- **Team handling** to achieve assigned sales target
- Developing new customer for dealership in assigned area
- Introducing various products to new and existing customers
- Following up with customers for repeat order and payment

NICOMET INDUSTRIES LTD, Goa from October 2015 to April 2016 as Process engineer

- Manufacturing of nickel metal sheet by electro winning process
- Production planning
- Process control management
- Achieving shift targets in order to produce cost effective quality product as per the customer requirement set
- Maintain and monitor process parameter
- Achieve highest productivity with maximum equipment utilization try for optimum of raw material to achieve maximum yield
- Working on customers complaints to supply 100% trouble free product up to customer satisfaction

ACADEMIC CREDENTIALS

Degree Certificate	College/University	Passing of year	Grade
Bachelor of technology Chemical engineering	Bharati vidyapeeth Deemed university College of engineering Pune	2015	First class with Distinction 67%
Higher Secondary (XII)	Gomti inter college Phulpur, Allahabad, U.P	2009	Second Division
High school certificate (X)	Gomti inter college Phulpur, Allahabad, U.P	2007	First Division

CERTIFICATION ACQUIRED

- Diploma in Network security from Bharati vidyapeeth deemed University College of engineering, pune in 2014
- Course on computer concept (CCC) from NIELIT, Affiliated by Ministry of EL&IT, Government of India

PROJECT HANDLE

Topic Title: “Manufacturing of Propylene oxide” BVDUCOE, Pune

Description: Propylene oxide is an organic compound. This colourless volatile liquid is produced on a large scale industrially, its major application being its use for the production of polyether polyol for use in making polyurethane plastics. This project requires me to go through the entire manufacturing processes very thoroughly and understand the dynamics of the various equipment and processes involved

Key responsibility: Select the most suitable catalyst, Optimize the process variables, Quantify the raw materials, Thermodynamic feasibility of reaction, Essential material balances for the equipment’s involved, Energy balance for all the equipment’s involved, Understand the handling and working of various equipment’s, Sizing and working of equipment’s involved, Electrical power consumption of the plant, plant design, Study the process economics involve, Estimate the cost

EXTRACURRICULAR ACTIVITIES

- Member and **JOINT TREASURER (BVDUCOE)** of IICHE (INDIAN INSTITUTE OF CHEMICAL ENGINEERING) in 2014
- Actively participated in Creativity team at Bhartiyaam National festival in 2013

INDUSTRIAL EXPOSURE

Industry Name: Indian farmer fertilizer cooperative limited, Phulpur unit, Allahabad
Department: Urea Plant
Duration: 39 Days
Project Report: A training report submitted on UREA PLANT
Knowledge Gained: Manufacturing of Urea, Equipment process, Water treatment plant

TRAININGS ATTENDED

- Participated at “AZeotropy”14, organized by Chemical Engineering Association, IIT Bombay
- Seminar on Industry Institute Interaction IICChE (Indian Institute of Chemical Engineers) Students Chapter

STRENGTHS

Willingness to take responsibilities, Never give up attitude, A smart learner, Adaptable to any kind of situation, Believe in team work, Good communication skills

PERSONAL DOSSIER

Date of Birth: 04 August 1992
Nationality: Indian
Language known: English and Hindi
Marital Status: Unmarried
Hobbies: Reading and watching news, Travelling and Fitness conscious

CONTACT DETAILS

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