

RESUME

YOGESH CHAUHAN

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Agra, Uttar Pradesh

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SUMMARY

Motivated mechanical engineer, adept in leveraging consultative techniques and territory management to exceed business development. Skilled in product demonstration and fostering strong client relationships, leading to enhanced customer satisfaction and market expansion. Demonstrates exceptional problem-solving abilities and teamwork, contributing significantly to product development and optimization.

EDUCATION

B.Tech. (Mechanical Engineering) (2019)

Meerut Institute of Technology, Meerut, U.P.

- University: Dr. A.P.J. Abdul Kalam Technical University, UP
- First Division-Honours
- 75.86%

Intermediate (2013)

St. Andrews Public School, Agra, U.P.

- CBSE Board
- First Division
- 74.40%

High School (2011)

St. Andrews Public School, Agra, U.P.

- CBSE Board
- First Division-Honours
- 89.30%

EXPERIENCE

Business Development Engineer

Bhagwati Enterprises

- Bhiwadi, Rajasthan
- Working as a business development engineer having experience in pneumatic products.
- Increased customer satisfaction by providing tailored technical solutions to meet clients needs.
- Contributed to product development by gathering valuable feedback from customers on desired features and improvements.
- Exceeded sales quotas consistently by utilizing effective lead generation strategies and maintaining strong relationships with existing clients

SKILLS

Good Communication Skills

Product Demonstration

Team Collaboration

Microsoft Office Suite

MS Outlook Proficiency

CRM Software

Autocad

Presentation Skills

Time Management

Problem Solving Abilities

Proposal Writing

Customer Support

Technical Troubleshooting

Territory Management

Territory Management

PROJECTS

Major Project

- Major project on "Fabrication and experimental analysis of mechanical properties of composite material reinforced by synthetic and natural fibers".

LANGUAGES

English
Proficient



Hindi
Native



EXPERIENCE

Technical Sales Engineer (August 2023-August 2024)

IEC

📍 Bhiwadi, Rajasthan

- Worked as a technical sales engineer having experience in ELGI industrial products.
- Conducted market research to identify new opportunities and target markets.
- Enhance company reputation within the industry through participation in trade shows, conferences and other networking events.

Engineer Trainee (March 2022-July 2023)

PMT Machines Ltd

📍 New Delhi

- Exploring opportunities for additional sales during project implementation and rollout with existing customers.
- Provided technical troubleshooting and problem solving for clients with installed equipment or system issues.
- Analyzed market trends, competitor performance and product strengths.
- Suggested ideas for product evolution and new product variants.

Internship (August 2020- February 2021)

Shree Balaji Motors

📍 Agra

- Gained valuable experience about maintenance and servicing schedules of Tata vehicles during working within a specific industry, applying learned concepts directly into relevant work situations.
- Developed organizational skills through managing multiple tasks simultaneously while adhering to strict time frame.

Graduate Engineer Trainee (July 2019- June 2020)

Ratan Industries

📍 Ghaziabad

- Worked closely with project engineers on designing and fabrication projects like boilers, heat exchangers, pier shuttering etc.
- Monitored projects to determine areas and processes needing improvement.
- Participated in regular progress meetings with projects take holders, keeping informed about status and updates.
- Demonstrated strong problem solving skills while troubleshooting technical issues

Personal Details

Name: Yogesh Chauhan

Gender: Male

DOB: 07-08-1996

Address: Kalindi Vihar, Agra

Marital Status: Unmarried

Nationality: Indian

STRENGTHS

❖ **Self Motivated**

❖ **Positive attitude**

❖ **Enthusiastic**

❖ **Adaptability**

❖ **Strong Work Ethic**

❖ **Dedication towards work**

❖ **Team Spirit**

PASSION

➤ **Playing Cricket and volleyball**

➤ **Bike riding**

➤ **Reading newspaper and books**

➤ **Listening songs**

➤ **Watching movies**