

BRIJESH AJIT SHARMA

103 umanirali apt, barrage road, near raut
chawl, badlapur(w)-421503
Mobile: 7021291262
E-mail: basharma1992@gmail.com

Career Objective

To work in a dynamic professional organization with full dedication and spirit to create synergies and to embark upon a career which provides me an opportunity to perform in my field.

Synopsis

- A result oriented Diploma Engineer with experience in fabrication as a Quality and Production Engineer.
- Leading, training and monitoring the performances of team members to ensure high efficiency of operations and meeting of targets.
- Systematic, organized, honest, hardworking and highly motivated team player with good analyzing and problem solving skills for achieving a specific goal.

Enriched with 8+ years of experience.

Organization	Prateek Explosionproof Pvt. Ltd.
Designation	Sales and Marketing Engineer
Ctc	6,00,000
Duration	October 2021 To Till Date

Key Responsibilities:

Sales & Client Handling:

- Identifying new business opportunities in the flameproof products segment.
- Responding to customer inquiries with accurate pricing and delivery timelines.
- Conducting price negotiations and closing orders while ensuring profitability.
- Maintaining strong client relationships for repeat business and referrals.

Order Execution & Coordination:

- Following up with production, quality, and logistics teams for on-time delivery.
- Monitoring order status and updating clients at every stage.
- Ensuring adherence to technical specifications and project timelines.

Post-Sales & Payment Follow-up:

- Coordinating for timely payment collection, EMD & security deposit refund.
- Providing after-sales technical assistance and resolving client queries.
- Supporting warranty claims and documentation when required.

Market & Competitor Analysis:

- Keeping track of competitor products, prices, and tender activities.
- Suggesting product and pricing strategies to management for competitive advantage.
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Tender Management:

- Reviewing tender documents, specifications, and requirements for flameproof and explosionproof products.
- Preparing complete technical and commercial proposals in compliance with

CURRICULUM VITAE

- client and statutory requirements.
- Coordinating with internal departments for collecting drawings, certifications, and technical datasheets.
- Submitting tenders on portals such as GeM, IREPS, and other private/government platforms.

Organization	Vibgyor services.(vendor for Indian railway)
Designation	tender executive and Billing engineer
Ctc	4,00,000
Duration	November 2017 To August 2021

Responsibility:

- Tendering on IREPS AND GEM Portal.
- Handle all the request for bids that come from clients and vendor.
- Searching and download E-Tenders from E-Portals.
- Evaluating tender/bid documents and schedules.
- Preparation of pre-qualification of tender document.
- Preparation of tender costing.
- Responsibility for timely submission of tenders and follow up.
- Follow-up with clients for EMD and SD refund etc.
- Preparation of Bills and Clearing bills.
- To get the bill made with Railways after getting the DPR(Daily progress report) and other records reconcile.
- To get the Bill Passed and Coordinate and follow up with Accounts Department for early payment.
- To get final bill processed and paid, where contract has been completed.
- To get the Completion Certificate issued upon final payment.
- To get the Performance Bank guarantee released after issue of Completion Certificate.
- To get the Security Deposit released after issue of Completion Certificate.

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- Delivering and Implementing the project as per scheduled deadlines; extending pre and post-commissioning and maintenance support to the client.
 - Efficiently synthesize project information and accurately establish project scope with the help of Project Technical team.
 - Tracking project progress against deadlines, milestone and project cost. Monitoring the progress at gradual intervals.
 - Follow up with the supplier for timely deliveries, in co-operation with purchase team.
 - Inspection and monitoring of activities in compliance with QAP.
 - Inspection of material as per applicable codes and specification.
 - Co-ordination with client, TPI and other concern department.
 - Preparation of internal inspection reports as per QAP
 - Client Handling
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Organization	Abtech Engineering (Pressure vessel and heat exchanger)
Designation	site supervisor
Ctc	3,60,000
Duration	may 2016 to October 2017

Responsibility:

- Handling manpower on site
 - Managed production activities for pressure vessels and heat exchangers as per project deadlines.
 - Supervised fabrication processes including cutting, rolling, welding, and assembly.
 - Coordinated with QA/QC for stage-wise inspection and NDT (RT, UT, MPI, DPI).
 - Ensured compliance with client specifications and ASME/TEMA codes.
 - Reduced production cycle time by implementing process improvements.
 - Fabrication of heat exchangers, pressure vessel and Structures.
 - Fabrication of heat exchangers, pressure vessel and structure along with Erection of the product.
 - Tracking project progress against deadlines, milestone and project cost. Monitoring the progress at gradual intervals.
 - Co-ordination with client, TPI and other concern department.
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Skills

- Tendering on IREPS AND GEM Portal.
- ASNT-NDT Level-II (Had worked and certified for Testing method like RT,UT,PT and MT)
- Good leadership quality.
- Guiding the supplier for better quality & regular improvement with leading the supplier development program of the company.

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- Having a regular observation of supplier performance & rating criteria on the basis of their supply, quality and cost and share their performance on monthly basis.
- Knowledge of Manpower handling.
- Worked on Poka-Yoke & Kaizen identification &Implementation.
- Worked extensively on Quality circles.
- Project Management Training of all stages.

Academic credentials

- Diploma in Mechanical Engineering from GV ACHARYA POLYTECHNIC SHELU.
- Intermediate (Class XII) from BHARAT college. Board: Maharashtra state
- High School (Class X) from Hindi Vidyalaya high school. Board: Maharashtra State

Software exposure

- MS Office & All Windows operating System
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Interests & Activities

- Stock Market Trading, cooking, Internet surfing, Playing and chess.

Personal Dossier

Name	:Brijesh A Sharma
Date of birth	:01 Sep 1992.
Linguistic Abilities	:English, Hindi, Marathi.
Father's Name	:Ajit Sharma
Nationality	:Indian
Marital Status	:Married

Deceleration

I hereby declare that the particulars furnished above are true to best of my knowledge and belief.

Date:

signature

Place:Mumbai

(Brijesh A. sharma)