

# Abhishek Agarwal

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J-218, Sarita Vihar

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## OBJECTIVE

Seeking a position where I can put my best efforts to bring the excellent results on the table while learning and developing myself consistently.

## EDUCATION

Qualification	%	Year of Passing
<i>PG Diploma in PLC Automation</i>		<i>2014 (6 months)</i>
<i>Bachelor of Technology (EEE)</i>	76	2014
<i>HSC</i>	75	2010
<i>SSC</i>	64	2008

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## TRAINING & SKILL PROGRAMS ATTENDED

Successful trainings completed on following topics from external agencies

- Spin Selling Skills from ValuePro
- Negotiation skills from Value Pro
- Account Strategy for Major Sales from ValuePro
- Vision Alignment from Pashin Consultancy.
- Drive Academy for End Line Automation along with Market Trends (SEW Germany, 2017)
- Management in Engineering: Accounting & Planning from MIT

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## EXPERIENCE

**Ellsworth Adhesives India, Delhi**

*July 2019 – Current*

**Role:** *Dispensing Equipment Automation – Sales*

- Business Development Activities for Automotive & Electronics Industries
- Managing Dispensing and Low-Pressure Molding Machine.

## Achievement

- Solid Lead Generation for the business conversion.
- Increased Revenue of the region by 3 times for the organization.

**Festo India Pvt Ltd**, Noida

*December 2017 – July 2019*

**Role:** *Sales Engineer – Automotive Industries*

- Sales Efficiency improvement
- Crawl the way to improve machine designing from the conventional system
- Strategize to improve the service quality to the customer
- Handled Electro-Pneumatics Solution with Gantry Robots and Sensors for Industrial Automation.

#### **Achievement**

- New Account Development with 100% customer conversion.
- Customer Revival and reduction of churn rate.
- Managed to increase Channel Sales Market Share.

**SEW Eurodrive India Pvt Ltd**, Delhi

*March 2015 – November 2017*

**Role:** *Executive Sales Engineer*

- Customer relationship management
- Creates and communicates leads and sales opportunities
- Ensures customer satisfaction
- Accountable for sales opportunities to meet the sales budget and pricing target
- Handled Geared Motors Solution with Drives & Controllers for Material Handling.

#### **Achievement**

- Successful implementation of company policies in the assigned region
- Managed to keep set margins for provided solutions in market by Channel Sales & Direct Sales.

### **ACTIVITIES**

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**Teach For India (in ABES Engineering College)**, Ghaziabad

*August 2012 - August 2012*

**Role:** *Team Leader*

- Worked as a team leader for running a campaign on platform given Teach for India just to aware the candidates, teachers and rest all of the people for importance of Social Services and how we can help poor and illiterate people to drive them on the right track and help them to earn their livelihood.

### **PROJECTS UNDERTAKEN**

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- Weather control Agro Nursery

### **INTERESTS & SKILLS**

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- Customer engagement & query management
- Business Development Strategy
- Comprehensive understanding of Microsoft Office
- Good Inter-personnel relationship skills to retain the customers.
- In depth knowledge of Inbound Marketing process

### **PERSONAL INFORMATION**

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- DOB: 07th Nov 1993
- Hobbies: Music, Travelling, Meeting with people
- Marital Status: Single