

AYUSH MINOCHA

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Permanent Address:

D-8, Model Town, Mission

Compound, Near Khemka Sadan ,

Saharanpur

Uttar Pradesh -247001

Objective:

- To work with a global company giving me an opportunity to use my work experience and skills arena to grow ,improvising the business and aligning myself with organization goals and vision.
 - To work in challenging and learning atmosphere where I can develop myself at professional and personal level and be instrumental in organization growth and enhance my skills and knowledge .
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Professional Preface:

- A dynamic professional with 1 year of work experience in Research & Development field.
 - Responsible for chassis design & development and also worked as a coordinator for FMK project for cost reduction ideas.
 - Experienced Small Business Sales Head with 2.5 years of experience seeking employment within Retail Products as Sales Manager with a focus to improve sales turnover and positively impact company revenue.
 - Actively involved in research efforts to identify **new marketing strategies**, business opportunities and the performance of competitors.
 - Experience in Cultivating relationships with new client and building chain of new prospective clients.
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Organizational experiences

MAN Trucks India Pvt. Ltd. (MTI)

Designation: Graduate Engineer Trainee (GET)

Duration: 1 Year

Accountabilities:

- Worked in Chassis Design & Development department on D26, CNG,FOC bus, lift axle project platform & responsible for taking care of all chassis components of defined platform exported to 30+ different countries.
- Resolved the design & packaging issues with Interfacing Systems design.
- Carried out Design verification based on Simulations, Manufacturing and serviceability feedback.
- Project Ownership, different clearance issue, safety & homologation requirement.
- New Part development specific to the requirement along with the supplier and internal teams.
- Responsible for finalizing the parts and system cost along with Buyer Team at supplier end.
- Responsible for resolving the failure related concerns at validation & reliability, dealerships, production line.
- Benchmarking of different vehicles to produce best design in comparison, already done for TATA & BHARAT BENZ.
- Coordinator of FMK project for cost reduction ideas generated through engineering skills, bench marking etc.
- Responsible for failures resolution for all range vehicle .
- Responsible for making DFMEA, Failure One Pager report, idea sheets , checking feasibility of idea, calculating efforts & ROI.

Designation: Self Proprietor (Owner)

Duration: At Present (2.5yrs Experience)

Accountabilities:

- Prepared budgets and approve budgetary expenses. Determine discount rates and pricing schedule.
 - Conduct sales forecasts and establish sales targets.
 - Direct, coordinate, and review direct sales activities as well as indirect activities such as client administration, marketing efforts, and promotional campaigns.
 - Review operational activity records and reports to compare actual vs. target outcomes. Manage profitability ratios.
 - Monitor customer preferences to determine the focus of sales efforts.
 - Continuously in contact with the prospective customers to reach our sales target.
 - Experience of managing 15 employees at a time.
 - Always tried to stay on top of new trends of products to attract new customer and sales output.
 - Doubled sale turnover in 2 years from 2CR to 4.1 CR.
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Hands-on Experience:

- Catia V5
- AutoCad
- Solid works
- Microsoft Office Tools

Programs / Courses Attended:

- Project management
- Catia V5R21
- Relationship Management Program
- GD&T
- Corporate presentation & communication effectiveness
- Solid works
- AUTOCAD 2000

Projects Undertaken (SUMMER INTERNSHIP)

- 1.) **To reduce the assembly cycle time of flexible manufacturing process by controlling robot movement using teach pendant and checking failure of component (nugget test , weld penetration etc).**

Organization: JAY BHARAT MARUTI(JBM), Gurugram Plant

Description: Involves analyzing movement of robot to shortest path by controlling coordinate system using nachi teach pendant and controlling welding by various parameters.

Scholastics

B.Tech (Automotive Design Engineering)

University of Petroleum Studies, Dehradun - Secured **3.26/4 (85.2%)** (CGPA).

XII (P.C.M.) CBSE board from Asha Modern School, Saharanpur – **92 %**

X – CBSE board from Asha Modern School, Saharanpur – **89.2 %**

Personal Portfolio

- **Date of Birth:** 15th Dec. 1993
- **Strength:** Hardworking, Good presenter, Patient Listener, Quick Learner, Good communication skills.
- **Hobbies:** Travelling, Socializing, Cricket, Bike Riding.
- **Interests:** Yoga, playing badminton, running.
- **Linguistic Abilities:** English, Hindi, Punjabi.