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| **CURRICULUM VITAE**   |  |  | | --- | --- | |  | **C:\Users\Lenovo\AppData\Local\Microsoft\Windows\INetCache\Content.Word\DSC_0183.jpgADARSH SHRIVASTAVA**  **Hno 1761 kalyan nagar bhanpur Bhopal M.P. 462037**  **Phone:,09074262733,08827299546**  **E-mail:** [**adarshshrivastav11@gmail.com**](mailto:adarshshrivastav11@gmail.com) | |

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|  | Objectives  To work in a challenging & growth oriented environment so as to apply my technical and analytical skills for the benefit of both, the organization and myself.  Education  **2016-2019: Bachelor of Engineering, CGPA:7.72**  **Ram Krishna Dharmarth Foundation University, Bhopal.**  **2012-2015: Diploma in Plastics Mould Technology, 74.50%.**  **CIPET Bhopal .**  **2012: 12th (Math-Science), 80.60%**  **Bal Bharti Public School (CBSE Board)**  **2010: 10th, CGPA: 8.0**  **Bal Bharti Public School (CBSE Board)**  Experience   * Kumar Enterprises, Govindpura, Bhopal.   One year experience from 01.06.2015 to 31.05.2016 as a CNC Programmer and Operator.   * HITECH MOULDS (An ISO 9001:2015 Certified Company, [www.hitechmoulds.com](http://www.hitechmoulds.com) ), Vasai, Maharashtra.   *Company Profile: Manufacturer of All types of Plastics Injection Moulds since 1994.* ***Hitech Moulds is a pioneer in design & manufacturing of moulds. The company is specialized in product design, development and manufacturing of all types of Injection Moulds etc.***  **Presently working** as a Business Development- Assistant from 01.06.2019.  **Job responsibilities:**   * **New mold development as per customer demands.** * **Trials and modifications of molds as per product design.** * **New vendor developments.** * **Technical Purchase, Sales & Marketing.** * **Experience of manufacturing skill in machines.** * **Follow up of moulds to update the customers.** * **Presently working with 30-40 customers to complete the company targets.** * **To Provide the better cost of products to customers in quotation so that customer as well as company will be in profit.** * **Technical negotiations with prospective and existing customers including scope of work definitions and technical handover to the development team.** * **Executes the mapping trends, opportunities and threats to roadmap and strategies.** * **Work cooperatively with other teams to lead development of programs and communication of results.** * **Develop new applications in close cooperation with customers, sales and production management.** * **Support business development activities, visiting customers, pitch our capabilities, technologies and products.** * **Manage client expectations, communication and performance metrics.** * **Assist in the preparation of product literature and pricing.** * **Conduction of Exhibitions for the growth of the business.** * **Handling of technical purchase to achieve customer requirements.** * **ISO documentations.** |
|  | Hobbies  **Chess, Badminton.**  Skills  **Auto CAD, Uni-Graphics, Ms Office, ERP**  Personal Details  Date of birth : 18th July 1995  Father’s name : Mr. Abhishek Shrivastava  Marital status : Single  Gender : Male  Languages known : English, Hindi  Religion : Hindu  Nationality : Indian  **Declaration**  I hereby declare that all above mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above mentioned particulars.  Date: -  Place:- (ADARSH SHRIVASTAVA) |