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| **CURRICULUM VITAE**

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|  | **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** |

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|  | ObjectivesTo 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.**
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|  | Hobbies**Chess, Badminton.**Skills**Auto CAD, Uni-Graphics, Ms Office, ERP**Personal DetailsDate of birth : 18th July 1995Father’s name : Mr. Abhishek ShrivastavaMarital status : SingleGender : MaleLanguages known : English, HindiReligion : HinduNationality : 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) |