

Shrenik Satnoor

Male

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ACADEMIC QUALIFICATIONS

Year	Degree	Institute	CGPA / Percentage
2018	B.Tech - M.Tech (ME Integrated)	Lovely Professional University, Phagwara	6.81/10
2014	XII (State Board)	Narayana Junior College, Hyderabad (AP)	82 %
2012	X(CBSE)	Delhi Public School, NFL Vijaipur, Guna (MP)	64%

INTERNSHIP AND PROJECTS

National Fertilizers Limited, *Vijaipur, Guna* *June 2018- July 2018*

Catia, Aegis Institute of Computer Education Pvt. Ltd. (*LPU*) *June 2017- July 2017*

Capstone Project - Hybrid water recovery system with power generation *Aug 2018*
Dec 2018

M.Tech Thesis ■ Analysis of thermal effects in pad thrust bearing with microtexture. *Jan 2018* ■ *June 2019*

- **Captive Power Plant (CPP):** Undergone 45 Days of Industrial Training at National Fertilizers Limited, Vijaipur. The Captive Power Plant contains major stations in it which helps factory to run, they were Boiler Feed Water Section, Gas Turbine Generator (GTG), Heat Reservoir Unit (HRU), Pre-Treatment Plant and Cylo. My work was to observe and learn every section which comes under Captive Power Plant. During the training I observed and learnt about different machines which were used by the Industry.

WORK EXPERIENCE

- Tata Motors Limited (Libra Automobile LTD) ■ Working as a Sales Executive. *June 2019*

Job Role - Planning & Prospecting:

1. Creating an activity/target plan for self on a monthly basis to track pipeline, status of each lead and conversion potential.
2. Adhering to the monthly activations plan by product category & executing market activation activities as planned by DSM & AGM (Sales).
3. Documentation and collection of all customer information during the activities in order to open the green form & follow up on the lead allotted and conduct visits/test drives as per appointment.

Sales Process:

1. Conducting a detailed need analysis to engage with the customer & position TML products according to the identified need of the customer.
2. Performing the demo process highlighting the benefits of the product to the customer and also comparing with competition.
3. Addressing all product related queries/objection by the customer and involve the DSM when required.
4. Marketing the various value-added services available to the customer.
5. Generating quotations for the customer based on their requirements and considering the prevalent schemes/offers & guiding the customer on the financing options, RTO process, insurance, booking amount etc.
6. Continuous follow up with the customer at each stage to convert the CO to retail.
7. Getting commitment sheet signed off from the customer after booking of the vehicle & confirms the booking by accepting booking amount, opening yellow form and completing all document requirements.
8. Calculating the estimated time of delivery, explaining the delivery processes to the customer & scheduling delivery time with the customer and confirms after discussion with the logistics department.

POSITIONS OF RESPONSIBILITY

- Student Coordinator, International Conference on Composite Materials (ICCMEMMS) at LPU.
2018
- Venue Coordinator, ONE WORLD with the theme Festivals at Lovely Professional University.
2017

EXTRA CURRICULAR ACHIEVEMENTS

Community Service

- Organized a rally against Drugs at Lovely Professional University

Achievements

- Participated in International Conference on Composite Material: Manufacturing, Experimental Techniques, Modeling and Simulation (ICCMEMMS).
 - Participated and bagged ticket to Semi Finale in Mr. and Miss India 2017 organized by Dreamz Production House at Lovely Professional University.
 - Participated in ONE WORLD Festival event, represented Afghanistan at Lovely Professional University.
 - Bagged 3rd position in Youthvibe Social Advertisement Event : LPU Global Youth Fest.
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LANGUAGE PROFICIENCY

- English
- Hindi

PERSONAL DETAILS

- Date of Birth : 19th June 1996
 - Nationality : Indian
 - Address : B-215, NFL Vijaipur, Guna - 473111
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