

Hemanta Kumar Sahu

Mobile: +91-9439831854

Email hemantkumar1800@gmail.com

A B.Tech (Mechanical Engg.) Competent professional **with close to 12 years** of experience. To be proactive & part of the self-motivated individuals & carve a niche in the present technical arena. To gain exposure in emerging technologies & to work in a challenging & flexible place.

CURRENT EMPLOYMENT:

Company : Knorr Bremse Systems for Commercial Vehicle India.

Location : Odisha

Department : Spare Parts (Foot Brake Components)

Designation : Senior Engineer (After Market)

Duration : Sept 2023 to Till Date.

Job Profile :

- Ensure availability of KB Spare Parts in all locations of assigned territory (Odisha) & continuous engagement with Channel Partners & End Users. (Like: Dealers, ASC, OEM Dealers, Work Shop).
- Managing the Distributors, Dealer, Authorised Service Centre Parts Sales by Primary and Secondary billing of company.
- Gathering Market intelligence in my territory & report to the management any special developments, information or feedback gathered through field activity, including recommendations for product, service, pricing changes & evaluation of competitive developments.
- Responsible for Sales Activities in assigned Area and will Report to Zonal head for Sales related activities.
- Assist & Resolving Queries of Dealers /Sub Dealers Complaints (Products Related).
- Planning of parts order based on Consumption of future requirement & Responsible for supervising stock order procedure.
- Appoint and find out New Distributor, Dealer, Authorised Service center in the territory & support them in day to day activity to Develop New Market.
- Brand Building, Marketing & Maintaining Relationship with channel partners.
- Manage and Handle the Authorised Service Center and OEM Dealer warranty Issue and will report to the HO for claim settlement.
- Usage of KB application & bringing them towards digitalization.

PREVIOUS EMPLOYMENT:

Company : Ashok Leyland Ltd.

Place : Sambalpur, Orissa

Department : Spare Parts

Designation : Sales Officer

Duration : October 2016 to August 2023

Job Profile :

1) Developing & Managing channel partners like :Dealer, Retailers,End Users and supporting in growing sales by closely working with them.

2) Resolving queries of Distributor, Retailers, customer complains (product related) and collect order from them.

[3] Responsible for sales related activities (like: Canopy Meet, Van campaign, Mechanic training) in assigned Area, Build New customer Base to maximize sales & will Report to the Regional Head.
4) Managed Distributor Sales Team & achieved a 100% Success rate in meeting quarterly sales goals.
5) Brand building, Marketing through end-users engagement program and Retain existing customers by providing prompt customers service.

Company : NIXON STEEL & POWER LTD.(Rourkela,Orissa)

Department : RMP (Raw Material Processing)

Designation : GET/Maintenance Engineer

Duration : December 2010 to April 2016

Job Profile :

- Handle the Men power & monitoring the daily activities of maintenance preventive & shut down maintenance.
- Planning the execution work & Maintain the conveyer line, Coal handling plant, Pump House plant, Gear box, Motor, Crusher, Bearing, Vibrate Screen, Magnetic Separator & other machinery equipments in which the raw material process.
- Regular maintenance of Compressor, Drilling equipment, Lubrication system, Dust conveying system & trouble shootings of different pneumatic electro-mechanical field instruments.
- Regular inspection of Kiln support rollers, Tyres & other Kiln equipments. Support roller bearing replacement, tyre air gap reconstructing.
- Handle the Iron ore, Coal, Ash & Maintain responsibilities to supply quality raw materials to 350 x 2 Tonne per day (TPD) capacity Kiln.

EDUCATION:

- Completed B.Tech. in Mechanical from NMIT, Bhubaneswar in 2009, Under Biju Patnaik University of Technology, Orissa .
- 10+2 in science from H.K Ray Mahavidyalaya, Rourkela under CHSE, Orissa.
- 10th from Ispat High School, Rourkela under BSE, Orissa.

PROJECT:

- Project on "Fabrication of working model of a portable electrically operated traction crane" in 7th semester.
- Project on "Design of Air Craft Frame" using "CATIA" in 8th semester.
Team Size : 09(Nine).

SOFTWARE EXPOSURE:

MS-office, Word, Excel, Power Point.

STRENGTHS:

- Have ability to take initiatives in technical matters.
- Self-motivator & ability to work hard.
- Have a good learning curve & can easily adjust with new technologies.
- Transparency, Honesty & Sharing.

HOBBIES: Listening Music, Playing Computer Game, Making new friend.

PERSONAL PROFILE :

Father's Name : Shri. Satyabadi Sahu

Date of Birth : 11.07.1983
Nationality :Indian
Sex : Male
Language known :Oriya, Hindi & English

:DECLARATION:

I am confident of my capability of working both in team as well as individual. I hereby declare that the above written particulars are true to the best of my knowledge & believe.

Place:Bonaigarh,Orissa

Hemanta kumar sahu

Date:

(Signature)