

CURRICULUM VITAE

AJIT KUMAR MISHRA

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CAREER OBJECTIVE

To have a growth oriented and challenging career, where I can contribute my knowledge and skills to the organization and enhance my experience through continues learning and teamwork. To obtain a position that allows me to efficiently utilize my capabilities, Skills and experience.

Technical Experience: -

- Troubleshooting of Siemens AC & DC drive.
- Changing to Thyristor module and communication plate
- Substation communication with breaker.
- Communication with distribution panel
- PLC installation & Upload to Program.
- Circuit breaker fault Troubleshooting.
- Troubleshooting of D.G. SYSTEM.
- Maintenance of plant's machinery.
- Communication to control panel.
- Electric Wiring and panel installation of FMCG product
- Fault testing of underground cable.
- successful installation of charging unit 7.5 Km and 28KW for EV vehicle

Commercial Experience: -

- Preparation of offer for privet vendors.
- Online & Offline Tender submission Railway, BSNL, BBNL, MTNL, BHEL, NTPC, GEM & Other Govt. & PSU Platform.
- Coordination with Govt./PSU parties after submission of bid.
- Fallow-up for APO /PO/LOA
- Online submission of payment to RDSO for the Inspection.
- Customer coding along with Order Punching in SAP HANA
- Coordination with Plat team for the execution of order.
- Submission of bills online for Railway.
- Payment Follow up with Parties.
- Coordination with Bank for Bank Guarantee Arrangements.

Marketing Experience:-

- Build and maintain relationship with current and potential customers.
- Acquire a deep understanding of the evolving company product line and how it maps to customer need.
- Identify unmet customer need and gaps in the company product line.
- Help build business cases in support of product development and product modification product.
- Coordinate company responses to RFP/RFQ

Skills:-

- 10+ experience in sales, marketing or business development in optical Fibre cables or related product.
- Demonstrated track record of identifying new commercial opportunities and growing company revenue.

EMPLOYMENT HISTORY:

1. Current Company Name : West coast Optilinks
(A Div of West Coast Paper Mills Limited)
Industry : Manufacturing
Optical Fiber Cables
Position Title : Manager (Marketing)
Duration of Employment: Oct 2017 To Present Time

2. Previous company Name : Birla Cable Ltd. Rewa
Industry : Manufacturing
Manufacturer of Polyethylene
Insulated Jelly Filled (PIJF),
6Qurd, Signaling, CAT-5 & 6
Telecommunication Cables,
Optical Fiber & Power Cables
Position Title : Assist. Engineer
Duration of Employment : April 2010 To Sep 2017

ACHIVEMENTS:

- Present technical paper in SIRT collage Bhopal.
- Own the first price in TIT collage in Bhopal.
- Organize many state level & national level technical Cultural events.
- Successful install to circuit breaker in panel

Educational Profile: -

Professional:-

- M.E. at Sept. 2009 specialization with Power Electronics from S.G.S.I.T.S.Indore (M.P.).
- Bachelor of Engineering in Electrical Engg. At June-2007 from NRI INSTITUTE OF SCIENCE & TECHNOLOGY BHOPAL (M.P.) under certification of R.G.P.V. Bhopal (M.P.).

Academic:-

- Completed Higher Secondary in S.S.Mandir Singruali (M.P.) under M.P Board in 2002.
- Completed 10th under M.P. Board in 2000.
- Diploma in computer application.

Project Experience:-

Major Project: -

- Title: - Power factor correction unit.

Minors:-

- Title: - Phase selector

Training undergone:-

Summer Trainee

National thermal power corporation
SAKTINAGAR, SINGRUALI
SONBHADRA (U.P.)

Summer Trainee

**M. P. Power Transmission
Company Limited.**

Madhya Pradesh State Electricity Board.
132KV/33KV,SubStation,MACT BHOPAL

Computer Proficiency: -

- **Platforms:** Win 98,Xp,PCB Design .
- **Languages:** C,
- **DTP S/W:** MS_OFFICE ,MATLAB, SAP.

Experience:-

- One year experience in NIIST engg. collage Bhopal in electrical branch
- Six months experience in SIRT engg. Bhopal in electrical branch.

Hobbies & Interests: -

- Traveling, Internet surfing, Listing to Music, swimming.

Personal Detail: -

Name: Ajit Kumar Mishra
Date of Birth 03- October-1984
Father Name Shri- R.P. Mishra
Sex: Male
Languages Known English, Hindi
Nationality: Indian
Permanent Address **Radhe sadan , Nawvasta Road, Chankyapuri,
Behind Rajvatika, Rewa 486001(M.P.) India**

Date: 07.12.2022

Place: New Delhi

(AJIT KUMAR MISHRA)