



ABHISHEK RAJVANSHI

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EDUCATION

2016-2018

MBA

GPA: 6.11 (First year)

RAJIV GANDHI INSTITUTE OF PETROLEUM TECHNOLOGY

2006-2010

B. Tech (Chemical Engineering)

Percentage: 69.06%

PUNJAB TECHNICAL UNIVERSITY

2004-2005

Percentage: 62%

12th from Guru Nanak Academy (I.S.C), Dehradun

2002-2003

Percentage: 64.67%

10th from Guru Nanak Academy (I.C.S.E), Dehradun

Skills and Other Information

- A dynamic professional with over four years of experience in Sales and Marketing of Industrial Lubricants. Always striving to contribute best, in process ensuring successful execution of project as per the standards set by the organization
- Microsoft Excel, R analysis, SPSS, MS Office. Basic Japanese Language Certification.

WORK EXPERIENCE & INTERNSHIP DETAILS

Summer Internship (Petronet LNG Limited)

April-June 2017

Project title: LNG as a Marine fuel for Indian Market

Project Description: The objective of the project is to study the scope of LNG as a fuel and how LNG as a fuel can benefit marine vessels post their conversion from diesel electric engine to LNG electric. In addition we also identified the different sectors to promote LNG as a fuel in India ensuring technical and regulatory feasibility along with.

Sales and Service Engineer (Yushiro India Private Limited)

Sep 2011 - December 2014

- Working site: Maruti Suzuki India Ltd. Manesar (July 2014 –Dec 2014)
- Working Site: Maruti Suzuki India Ltd. Gurgaon (Sep 2011- June 2014)

Job Responsibilities:

- Managing sales and ensuring accomplishment of set business targets.
- Building and maintaining healthy business relations with major accounts, enhancing customer satisfaction matrices by achieving delivery & service quality norms.
- Responsible for sales of Industrial lubricants(Metal Working Fluids) and smooth working of Total Fluid Management Project. (Industrial lubricant) at client Premises.
- Responsible for documentation required for ISO – 9000 & 14001 audits with respect to Industrial Lubricants.
- Responsible for overall cost saving and smooth functioning of machine shop at customer premises.
- Implementation of Service Standards-Retention Strategies.
- Monitoring the requirements of customer and finding the areas to enhance sales of Industrial lubricants.

Achievements:

- Successfully completed ISO 9001:2008 & ISO 14001 audit for MSIL Gurgaon at KBM-3 for the year of 2012, 2013.
- Successfully completed ISO 9001:2008 & ISO 14001 audit for MSIL Manesar at Engine plant for the year of 2014.

Chemist (Bajaj Electroplaters)

Sept 2010 – Aug 2011

- Testing and electroplating of Acid Zinc, alkaline Zinc, Tin Electroplating, Zinc-Iron Electroplating
- Maintaining Process Parameter & PDI Reports.
- Checking the quality and standards of metal piece as per requirement.
- Compliance of all Safety practice.
- Compliance to all Q/C requirements & training on the basis of requirements.
- Compliance to overall production as per production plan.

Engineering Final Year Project
AKUMS DRUGS & PHARMACEUTICAL LIMITED, HARIDWAR

Jan'2010 to June 2010

To identify the Role and challenges faced by chemical engineer in a Pharma Industry .Starting with the quality check of raw material to end packaging of tablets. To maintain the quality standards as per norms & Prepare a detailed project report on manufacturing of tablets.

ONGC Ltd, Mumbai (Summer Internship-8 Weeks)

June 2008 to July 2008

The objective of the training was to learn about oil & gas industry and prepare a report on corrosion of metals.

Activities and Achievements

- Selected for Youth Forum - **Petrotech 2016**, organized by Indian Oil Corporation Ltd.
- Attended 10th Renewable Energy India Expo 2016, as a Student participant.
- Active participation in social activities & Regular Blood Donor.