# AJIT KUMAR

: + 91-85271xxxxx

: xxx@rediffmail.com

## Senior level assignments in Business Operations with an organization of high repute

|  |  |
| --- | --- |
| **COMPETENCIES** | **PROFILE SNAPSHOT** |
| Strategy PlanningAfter-sales Service OperationsSales & MarketingChannel ManagementProject ManagementClient Relationship ManagementBusiness DevelopmentCost & Resource Optimization | • A result oriented professional with xx years of extensive experience in Engines and Power Hydraulic Systems and Hydrostatic Mode of Power Transmission• A keen analyst, highly skilled in market forecasting, quick to identify & formulate strategies to exploit business opportunities• Excellence in handling business development, identifying & developing new markets, lead generation, client retention and achieving targets• Demonstrated expertise in development & implementation of promotion plans and handling communication for brands• Skilled in managing teams to work in sync with corporate set parameters & motivating them for achieving business and individual goals• Presently associated with Manitou BF (European MNC- Manufacturing Unit), Gurgaon as Area Service Manager• Abilities in working on the schedules based on Equipment Usage & Historic Data, Root Cause Failure Analysis (RCFA) & recommend design changes for spares with high failure trends• A keen communicator with honed interpersonal, problem solving and negotiation abilities |

# EMPLOYMENT DETAILS

### Since Nov’15: Baritone AG (European MNC- Manufacturing Unit), Gurgaon as Area Service Manager

Service and Parts of Hydraulic Tele-handlers (Construction and Mining), Access Platform (Diesel and Battery), Forklifts and Skid Steers (GEHL & Mustang)

Key Result Areas:

• Spearheading the entire business of parts business of Northern India, Afghanistan and Pakistan

• Accountable for reviewing payment terms, LC, CAD, Swift, etc. along with custom clearances, local Vat, logistics, tendering and techno-commercial negotiation

• Imparting demo machine deployments and trainings to pls. mention

• Responsible for generating MIS reports on pls. mention

• Knowledge of basic principles of Industrial Hydraulics & Hydraulic Circuits (ISO-symbols for hydraulic fluid circuits)

### Jul’08 – Nov’15: LIT Limited, Jamshedpur as Manager - Product Support for Caterpillar Construction and Mining, Heavy Earthmover Machines

Key Result Areas:

• Shouldered the responsibilities of handling 356 machines and optimizing inventory to ensure least breakdowns with proper failure analysis and competent repairing & maintenance technique

• Involved in condition monitoring of equipment and cost control on inventory

• Performed failure analysis of component and likewise rectification /improvement on products

• Carried out the CSA/MARC contract analysis on profitability

# TRAININGS / CERTIFICATIONS

• Undergone trainings in:

o Hydraulic Systems for working principal of CAT Excavators, Loaders and Haul Packs at Rexroth Manessmann India Ltd. in 1997

o Maintenance of high HP Diesel Engine of Cummins for application In Construction Equipment

o France and Singapore for Manitou Telehandlers

o BIG and SMALL MHT (Manitou Heavy Telehandler 22.5 T in Italy

o MRT 3050 Privilege in Jamnagar, India

o Perkins engine and its Electronic Controls

o Mercedes Benz Electronic Controls

• Certified Level –II in Dealer Learning Management System from CAT university

• Certified professional for Product & Market Support from Caterpillar University

# EDUCATION

• B.C.A from Birla Institute of Technology, Pilani in 2008; secured 70%

# IT SKILLS

• Language “TC”, MS - Office 2000, AutoCAD and Internet Applications

# PERSONAL DETAILS

Date of Birth: 10th August’1983

Languages Known: English and Hindi