

**AJIT KUMAR**

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Senior level assignments in **Business Operations** with an organisation of high repute

COMPETENCIES	PROFILE SNAPSHOT
Strategy Planning	<ul style="list-style-type: none"><li>• A <b>result oriented professional</b> with <b>xx years</b> of extensive experience in <b>Engines and Power Hydraulic Systems and Hydrostatic Mode of Power Transmission</b></li><li>• A keen analyst, highly <b>skilled in market forecasting, quick to identify &amp; formulate strategies</b> to exploit business opportunities</li><li>• Excellence in <b>handling business development, identifying &amp; developing new markets</b>, lead generation, client retention and achieving targets</li><li>• Demonstrated expertise in <b>development &amp; implementation of promotion</b> plans and handling communication for brands</li><li>• Skilled in <b>managing teams to work in sync with corporate set parameters &amp; motivating them</b> for achieving business and individual goals</li><li>• Presently associated with <b>Manitou BF (European MNC- Manufacturing Unit), Gurgaon as Area Service Manager</b></li><li>• Abilities in working on the schedules based on <b>Equipment Usage &amp; Historic Data, Root Cause Failure Analysis (RCFA)</b> &amp; recommend design changes for spares with high failure trends</li><li>• A keen communicator with <b>honed interpersonal, problem solving and negotiation abilities</b></li></ul>
After-sales Service Operations	
Sales & Marketing	
Channel Management	
Project Management	
Client Relationship Management	
Business Development	
Cost & Resource Optimisation	

#### EMPLOYMENT DETAILS

**Since Nov'10: 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'10: 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:
  - Hydraulic Systems for working principal of CAT Excavators, Loaders and Haul Packs at Rexroth Manesmann India Ltd. in 1997
  - Maintenance of high HP Diesel Engine of Cummins for application In Construction Equipment
  - France and Singapore for Manitou Telehandlers
  - BIG and SMALL MHT (Manitou Heavy Telehandler 22.5 T in Italy
  - MRT 3050 Privilege in Jamnagar, India
  - Perkins engine and its Electronic Controls
  - 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.E. (Mechanical) 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: 10<sup>th</sup> August'1973

Languages Known: English and Hindi