

shailendra kumar

Relationship Manager



2 Years 1 Month



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6@gmail.com



Profile Summary

To pursue a challenging career and be part of progressive organization that give a scope to enhance my knowledge and utilising my skills to words the growth of organization.



Education

B.Tech/B.E., 2021

ABES Engineering College,
Ghaziabad

12th, 2015

Uttar Pradesh,
Hindi

10th, 2013

Uttar Pradesh,
Hindi



Work Experience

Mar 2024 - Present

Relationship Manager
Indifi Technologies

Developing and maintaining strong relationships with clients.
- Implementing targeted communication strategies.
- Analyzing client financial data to identify opportunities for cross-selling.

Mar 2023 - Feb 2024

Associate Sales Consultant
Paisabazaar.com

- Consistently exceeded sales targets through effective relationship-building and strong negotiation skills, resulting in increased revenue.
- connect the customer and salve the customer problem.
- Collaborated with cross-functional teams to streamline processes, improvement in overall sales efficiency.

Mar 2022 - Feb 2023



Key skills

- Production
- Quality
- Quality engineering
- basic computer
- sales
- Problem-solving skills
- Finance



Personal Information

City Gurugram
Country India



Hobbies

- cricket
- dance
- music



Languages

- hindi
- english



Social links

<https://www.linkedin.com/in/shailendra-kumar-0424b71b8>

Apprenticeship Trainee

Varroc polymers pvt ltd

- Assisted in the development and implementation of new production processes, leading to a 15% increase in overall efficiency.
- Conducted regular quality checks and inspections, resulting in a 10% reduction in defect rate.
- A global technology powerhouse in manufacturing and supplying automotive components,.



Internship

6 Weeks

Computational fluid dynamics

ABES Engineering College

Computational fluid dynamics (CFD) is a science that, with the help of digital computers, produces quantitative predictions of fluid-flow phenomena based on the conservation laws (conservation of mass, momentum, and energy) governing fluid motion.

28 Days

Study of welding processing used at mcf

Modern coach factory, Raebareli



Projects

6 Months

Air conditioner using solid desiccant

In solid desiccant cooling system, the moisture in ventilated/recirculated process air is first removed by a rotating desiccant wheel. The temperature of this dried process air is then lowered further to the desired room conditions by use of sensible heat exchangers and cooling coils.