

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">• 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
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 Manassmann 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: 10th August'1973

Languages Known: English and Hindi