## KAMLESH KUMAR

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**Seeking senior level assignments in HVAC Product / Project Sales with an organization of repute**

**Overview**

* A professional with total **11 years** experience of rich & extensive experience in Manufacturing Industry & Heating Ventilation and Air-Condition (HVAC) projects, pumping system and plumbing systems sales / Marketing.
* Expertise in all kinds of project and product sales and marketing activities in HVAC field.
* Expertise in managing cross functional activities of the brought-out items and proficiency in coordinating with suppliers, enhancing their process operations thereby achieving the required quality level in the supplier.
* Effective communicator with excellent relationship management and negotiation skills; possess a flexible & result oriented attitude with analytical skills
* Gained experience in HVAC Project estimation and value engineering in large commercial projects, high rise buildings etc.
* Efficient in Heat Load Estimation.etc.
* An effective communicator with demonstrated ease at allocating resources and guiding team members during sales till final delivery.

**Academics**

* **Bachelor of Engineering, Mechanical Engineering** from Karnataka University, Dharward, Karnataka, India in 2001
* **Diploma in Materials Management** from All India Institute of Management Studies in 2005
* **Advance Diploma in HVAC** from **ISHRAE Institute of Excellence** under ISHARE Education & Research Foundation, New Delhi in 2008

**professional development**

* Attended Two days **Technical workshop** and Training Programme **on HVAC controls & BMS** from Anergy Instruments Pvt. Ltd. at USO International Centre, New Delhi.
* Attended Technical Workshop on Design and application of cold Rooms

**AREAS OF EXPOSURE**

**HVAC Product Sales/ Marketing Manager**

* Functioning as all India Head of the department for project sales for HVAC and plumbing pumping systems.
* Provide complete solution support to the consultants, end users and HVAC contractors.
* Lead the team of more than 15 Engineers.
* Conceptualization, Heat load calculations, Psychrometric and other HVAC and Plumbing system components.
* Building survey and Heat Load Calculation in accordance with the standards.
* HVAC System selection on the basis of requirements.
* Preparing detailed installation & Technical Submittal and Approvals.
* Coordinating with the Design Department in order to meet customer requirements.
* Conceptualizing & implementing projects, annual improvement plans for process re-engineering for expansion and new products.
* Developing of layout and Technical data, planning and purchase, project scheduling, Quality assurance, testing and commissioning.
* Creating Bill of Material & detail engineering, conducting project review meetings for evaluating project progress & taking adequate corrective actions if required.
* Monitoring projects with respect to cost, resource deployment, time over-runs and Quality Compliance to ensure execution of projects within the time & cost/budgeted parameters.
* Evaluating feasibility for the execution of plant modification projects for Instrumentation; developing plans & schedules for the same in sync with project budgets.
* Maintaining progress report, material control, monthly billing & also preparing Project Quantity take-off and releasing of orders in time in accordance with project requirement.
* Implementing techno-commercial submittal for materials.
* Handling troubleshooting, predictive/preventive/shutdown maintenance for reducing downtime to minimum.

**OrGANIZATIONAL EXPERIENCE**

Company Name: Dhodia Inovative Equipments Pvt Ltd. Dec 2011–Present

**Sr.Manager Marketing:**

* Working as Sr Marketing Manager all India for HVAC Pre Insulated ducting system & Leak detection system.
* Interaction with Government consultants & PSC’s
* Keeping Track records of project from design stage to show our strength/ makes & specs.
* Product Presentation.
* Budgetary Price offer against BOQ.
* Technical support.

Company Name: Sevcon (India) Pvt. Limited July 2009– Nov2011

**Marketing Manager:**

* Working as the product head of plumbing / HVAC pumping system of ITT Pumps.
* Tenders and bidding of various HVAC and Plumbing Projects for various Industries.
* Keeping Track records of project from design stage to show our strength/ makes & specs.
* Techno commercial meeting with the clients, contractors and consultants.
* Liaison with various suppliers for material submittal, check material with tender specifications and take approval on material by consultant.
* Evaluating project, present cost / benefit analysis at project decision points.
* Participating in project review meetings for tracking project progress & cost.

Company Name: SRP Enviro systems Pvt. Ltd Jan 2009 – June 2009

**Assistant Manager Marketing HVAC Project, sales, and Estimation:**

* Project planning including Tender document and drawing review, proposal making on particular demand.
* Tenders and bidding of various Projects in Pharmaceutical Industry.
* BOQ (Bill of Quantity) Preparation according to client requirement.
* Estimated Heat load, selection of equipments of HVAC system.
* Techno commercial meeting with the clients.
* Liaison with various suppliers for material submittal, check material with tender specifications and take approval on material by consultant.
* Evaluating project, present cost / benefit analysis at project decision points.
* Participating in project review meetings for tracking project progress & cost.
* Analyzing job costs as well as looking after planning and purchase.
* Overseeing commissioning and handing over activities.

**Vendor Management**

* Identifying suppliers for purchases of capital equipments.
* Assisting the vendors in improving their quality based on the production feedback & criterions.
* Outsourcing of utilities by identifying appropriate vendor.

Company Name: D.P Garg & Company Pvt Ltd. March 2004– June 2008

**Planning Manager:**

* Handling production operations, entailing development of production plans, estimation and procurement of resources and manpower required during the process.
* Developing Vendors, and securing timely delivery of material to ensure smooth production process.
* Ensuring achievements of shipment volume /target as per client demands and motivating the people to meet shipment deadlines.
* Maintaining harmonious work environment on the shop floor.
* To prepare monthly MIS to submit to the management.
* Monitoring day to day production against delivery to meet the customer requirement.
* Proper utilization of manpower.
* Astute in conducting activities related to the container stuffing & dispatch of products.
* Distinction in developing & implementing strategies to enhance quality parameters including Vendor Training, Market Development, Price Setting with increase in demand.
* To meet coordination between various departments.

**Achievements:**

* Reduce in-house rejection, Poka-Yoke, Improvement and skill gradation
* To reduce Inventory level, to reduce manpower by increasing productivity.

Company Name: India International House Ltd. Aug 2001– Feb 2004

**Sr Engineer:**

* Successfully handled the in-house client dealing; product planning & implementation.
* Played a pivotal part in managing the sampling & final inspection of product; shipment audit.
* Astute in dealing with powder coating.
* Astute in dealing electroplating
* Astute in setting quality parameters after hot forging.
* Proficiently prepared quality parameters in lean sing as well as polishing; fixed tolerance limit in Machine shop in coordination with production unit.
* Instrumental in implementing ISO System; conducting inspections of ISO rev files related to quality.
* Astute in formulating & implementing strategies to enhance quality parameters like making jig fixtures, display of drawing in every department.
* Follow-up for the corrective/preventive action for the NC’s observed during the internal external audit.

**TECHNICAL SkillS**

* Conversant with Windows, MS Office as well as the Internet Applications.
* Understanding the concept and applications of Psychometric, Heat load calculation.

**OtHERS**

* Active member of ISHRAE Delhi Chapter.

**Personal Details**

Address : SRA 141 A, Shipra Rivera, Indirapuram

Ghaziabad (U.P)

Date of Birth : 16th August 1975

Passport Details : BJ2772115