**Yogesh Bansal**

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Sr. Sales Engineer with 4+ years of experience in sales, marketing, service and business development with existing and new clients in automobile industry ranging from tractor, buses, trucks and construction equipment manufacturers. Looking to leverage my knowledge and experience into a sales role.

# Professional Experience

## Harita seating systmes ltd, New Delhi

## Sr Sales Engineer, August 2012 – Present

## Achieving monthly sales target as per the sales plan.

## Planning and forecasting monthly sales schedule for MIS and production team planning.

## Follow up and collection of payment on time and resolving the debits with internal accounts team.

## Follow up and timely collection of pending C and H forms.

## Follow up for timely delivery of material with the production team to customers.

## Competitor activity tracking on monthly basis in the OEM’s and sharing share of business (SOB) details for MIS.

## Schedule and coordinate meetings, appointments, and travel arrangements for supervisors and managers.

## Regularly interacting with customer, head office, and R&D team for new projects proposal, sample development, pilot lot submission, PPAP submission and finally obtainment of customer approval.

## Promotion of newly developed products for creation of new RFQ’s from customers.

## CRM (Customer relationship management) – Regularly visiting the customer for feedback and complaints handling at customer end.

* New product launch in market and conduct market surveys for existing products.

**Key Customers:**

## New Holland Fiat India Pvt Ltd, Noida

## Escorts Agri Machinery, Faridabad

## Escorts Construction equipment, Ballabhgarh

## Eicher Tractors – Tafe, Bhopal

## Arihant ELSYS Pvt Ltd, Okhla

## Preet Tractors, Nabha

## ITL Sonalika tractors, Hoshiarpur

## SML Isuzu Ltd, Ropar

## Ashok Leyland, Alwar

## Prabha Engineering Pvt Ltd, Alwar

## Surin Automotive Pvt Ltd, Alwar

## Ashok Leyland, Pantnagar

## Tata Motors, Pantnagar

## Prabha Engineers

## Surin Automotives

# Projects

**1. Achieve zero ppm in CNH Industrial India Pvt Ltd (2014-15)**

Problem: Increased defects observed in customer end line.

Achieve zero defects in CNH Industrial India Pvt Ltd for supplies made from Himachal Pradesh facility. Worked in collaboration with plant quality, warehouse and production department for achieving zero defects in the supplies made to NHFIPL for continuous 1 year by maintain the product quality (regular inspections at production line) and resolving customer complaints in time.

**2. Reduction of transit damages in New Holland Fiat India Pvt (Jan 16- Nov 16)**

Problem: Huge transit damages observed in supplies from Tamil Nadu facility.

Worked in collaboration with plant warehouse team and customer to improve the packaging standard, implemented slope sequence loading of corrugated boxes with holding the same using wooden sticks.

# Education

## Chandigarh Engineering College, Punjab

*B. tech Mechanical Engineering, August 2012 – 74%*

## Govt Sr Sec School, Sector 46, Chandigarh

*10+2, Non - Medical, 2008 – 63%*

## Pandit Mohal Lal SD public School, Sector 32, Chandigarh

*10th, 2006 – 72%*

# Tranings:

## Interpersonal relations – Walls to bridges, Gurgaon (06/04/2015 and 07/04/2015)

## Learnt about various aspects of effective communication

## Mastering the Art of Influencing (02/12/2015)

Build, maintain, and strengthen relations by excellent influencing skills.

## Strategic Selling – Focus Selling value (7th Oct- 8th Oct 2016)

# Learnt about effective ways of selling with right approach on the process of selling and presenting the product, knowing the customer need first.

# Extra curicullar activities

* Member of NGO Tammana – a youth based NGO for social change, 2011-2012: Participated and contributed to the various events run by NGO – Chabeel, Punya, Traffic awareness, tree plantation.
* Member of NSS, 2006-2007.

# Website

<https://in.linkedin.com/in/yogesh-bansal-97368a4b>

# Languages

* English
* Hindi
* Punjabi