

# Tejas Krishna Patil

To be part of an organization where I can fully utilize my skill and make significant contribution to the success of the company and at the same time my individual growth.

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## EDUCATION

Degree/Grade	Institution	Score
B.E.(Production Engineer)	Mumbai University	7.11/10 CGPA (2016)
HSC	Maharashtra	68.12% (2012)
SSC	Maharashtra	82.68% (2010)

## EXPERIENCE

### Emitec Emission Control Technologies Pvt. Ltd., Pune — Sales Engineer

December 2017- PRESENT

#### Responsibilities-

- Establish and maintain good relation and satisfactions with customers, Identify and resolve customer concerns, current and future requirements and provide best possible solution to full-fill customer objective.
- Develop and achieve the business plan for profitable growth in the region for business of product. Prepare technical presentation explaining product or services to customer and prospective customer.
- Setting strategies and targets with senior managers coordinating with existing corporate clients, dealers and vendors for sales, queries and any requirements, also taking feedback from them and replying in professional manner on client's queries.
- Organizing events and maintain the good relationship with customers participate in the sales projects.
- Prepare sales reports and follow up with customer for payment outstanding of sales in each month.
- Collaborating with the design, production, engineering and research and development department of company to determine how products and services could be made or modified to suit the need of customer.
- Doing analysis about the competitor's product, their cost and market share.

### Smisen Controls Pvt. Ltd., Ambernath — Production Engineer (Supervisor)

October 2016 - November 2017

#### Responsibilities-

- Production Planning and adherence to production schedule on day to day basis. Analysis of R/W, Rejection & take corrective action & keep records on week to week basis.
- Ensure the process sheet and Quality plan are strictly followed.
- To plan Man, Material and Machine as per requirements and optimum use of resources and equipments.
- Implementation of cost reduction and continuous improvement activities in shop floor. Assist Production Manager in ensuring the availability of material for production.

## SKILLS

- Communication Skill
- Project Management
- Leadership
- Logical thinking
- Dedicated towards work
- Work under pressure

## ADDITIONAL SECTION

### -Lean Manufacturing

#### Tools-

5's, Kanban, Jidoka, Poka-Yoke.

#### -Hobbies-

Travelling, Listening Music

#### -Languages-

English, Hindi, Marathi

## AREAS OF INTEREST

- Planning
- Design
- Quality
- Sales
- Purchase

## **Siemens India Ltd., Thane — Trainee Engineer**

November 2015-April 2016

### **Responsibilities-**

- Taking the daily stock of product on the machine shop on start of day. Also find the efficiency of line on end of shift and maintaining the breakdown database body of rotor.
- Give task to the workman and control production order.
- To maintain Overall Equipment Efficiency (OEE) and 5'S of all machine and shop floor. Carry out Quality checks of process and products and prepare the check list.
- Participate in daily, weekly and monthly engineering, production team, staff and safety meeting.

### **PROJECT**

#### **Understanding the Concept of Supermarket and its Impact on Inventory Management — Siemens India Ltd., Thane.**

The objective of Project is to control inventory of Rotor with the use of Lean Manufacturing tools like 5'S and Kanban. The Project is based on Kanban System which tells What to produce, When to produce, How much to produce. Because of this project 1<sup>st</sup> IN 1<sup>ST</sup> OUT Technique (FIFO) achieved and searching time get reduced. Supermarket is process, product enters, wait and exit to the next physical process, product doesn't physically change.

The conclusion of project is that- By installing the supermarket in shop floor scrap reduced and inventory in control up to 85% and time delivery to the customer.

### **DECLARATION**

I hereby declared that the above written particulars are true of the best of my Knowledge and belief Innovative Skills.

**Place-**

**Date-**

## **CERTIFICATES**

### **Certification –**

- Industrial Internship from  
SIEMENS INDIA Ltd.,  
THANE

-Certified with  
Design(CATIA)

- Certified with  
Design(AUTOCAD)

**Courses-** Catia, AutoCAD,  
MS Office

**Your's Sincerely,**

**(Mr. Tejas Patil)**