

ANSH SHUKLA

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EDUCATION

Bachelor of Science, Mechanical Engineering

February 2018

University at Buffalo, The State University of New York

GPA: 3.27/4.0

TECHNICAL SKILLS

Drafting Program: Creo Parametric 4.0, Creo Simulate, ProEngineer, SolidWorks, Solidworks Simulation, AutoCAD, Autodesk Inventor, Autodesk Fusion 360, CATIA V5, STAAD.Pro

Programming Skills: Knowledge of C-Programming, MatLab/Simulink, Mathematica

Computer Skills: Windows OS, Linux OS, Mac OS, Microsoft Office, Asana

WORK EXPERIENCE

Business Development Manager (Strut Support Systems)

November 2020 – Present

- Increased company's clientage by 80% by onboarding and successfully converting international leads.
- Helped in the development of new product lines by carefully evaluating international market opportunities and customer needs
- Identified reliable suppliers and efficient manufacturing processes for new products to cater to the high demand
- Supervised and evaluated the work of Design, Quality and Production Engineers
- Increased workforce efficiency by implementing ERP and CRM
- Designed and set up new websites with lead-capturing systems
- Designed catalogs, brochures, and marketing strategies for different projects

Business Development Manager (Strutsol Energy Pvt. Ltd)

July 2019 – November 2020

- Increased company's clientage by 80% by onboarding and successfully converting international leads.
- Helped in the development of new product lines by carefully evaluating international market opportunities and customer needs
- Identified reliable suppliers and efficient manufacturing processes for new products to cater to the high demand
- Supervised and evaluated the work of Design, Quality and Production Engineers
- Increased workforce efficiency by implementing ERP and CRM
- Designed and set up new websites with lead-capturing systems
- Designed catalogs, brochures, and marketing strategies for different projects

CAD Designer (Corning Inc.)

March 2018 – March 2019

- Designed complex process equipment and detailed drawings using engineering and design principles (Design for Manufacturability and Assembly)
- Evaluated the viability of incoming design changes
- Actively participated in design reviews
- Adhered to department drawing and file standards

Engineering Intern (NYX Inc.)

July 2017 – September 2017

- Learned and applied Dimensional Engineering including study of Geometric Dimensioning and Tolerance
- Performed Gage Repeatability and Reproducibility studies on automotive interior parts
- Checked CAD designs and overlaying gage and part data
- Analyzed engineering problems and provided potential solutions
- Presented some findings and recommended to other team members

ENGINEERING PROJECT

Dual Quadcopter and Remote Lasing System for payload delivery (Lockheed Martin)

August 2016- May 2017

- Proposed two different designs for the battery case for the main quadcopter
- Designed and 3D printed the backup attachment mechanism to ensure payload drop-off and delivery
- Modelled 10 parts for the main quadcopter using Creo Parametric and Solidworks
- Performed Finite Element Analysis (FEA) on the payload to test the influence of gravity and other forces
- Assembled and designed the layout of parts on the top plate of the main quadcopter