

Rahul Tej K

Technical Specialist-Sales Lead

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PROFESSIONAL SUMMARY

Dynamic professional with extensive experience spanning Vibgyor Automotive Pvt. Ltd and Spinco Biotech Pvt. Ltd. As a Jr. Engineer, I excelled in reworking customer diagrams using CAD, finalizing products, procuring materials, and creating related documents. Subsequent roles as a Service & Sales Engineer and later in Product Management showcased my adeptness in servicing refrigeration systems, converting systems to AMC contracts, and spearheading pre-sales marketing, understanding customer requirements and implementing them with subsequent meetings with OEM and lead generation. Currently excelling as a Technical Specialist- Sales Lead PAN India Support, leading a specific product's sales, support regional teams, devise quarterly business plans, and consistently achieve remarkable revenue growth. Notable achievements include generating new business opportunities, enhancing Pan India support revenue margins an increase of 10% every year consistently and participating in international training and business meetings in Switzerland and UK with OEMs.

EXPERIENCE

Spinco Biotech Pvt. Ltd Technical Specialist- PAN India Support | October 2018– Present

As a seasoned professional, I have garnered extensive experience in diverse roles, showcasing my adaptability and leadership capabilities. In my recent position as a Technical Specialist-Sales Lead in PAN India Support, I lead a dedicated team, overseeing sales of a specific product. My responsibilities included developing quarterly business plans, fostering customer relationships, organizing monthly seminars for lead generation, and ensuring effective communication with OEMs through regular meetings. Prior to this, my role as an Application Specialist in Sales involved pre-sales marketing, and organizing seminars to generate leads.

Key Skills:

Sales Leadership: Proven ability to lead and manage sales teams, demonstrated in roles as both Technical Specialist and Application Specialist.

Strategic Planning: Proficient in developing and implementing quarterly business plans, ensuring alignment with organizational goals.

Customer Relationship Management: Adept at meeting and cultivating relationships with qualified customers, converting leads into successful orders.

Lead Generation: Successful track record in generating leads through pre-sales marketing and organizing seminars.

Product Expertise: In-depth understanding of specific product lines, evidenced by responsibilities as Technical Specialist and Application Specialist.

Analytical Reporting: Competent in monthly report generation, demonstrating a commitment to data-driven decision-making.

Achievements: Demonstrated leadership by overseeing entire Lab activities and Pan India sales business. Received best performer award for dominating the other product sales. Participated in Training and business meetings at Switzerland and UK with OEMs.

Vibgyor Automotive Pvt. Ltd Jr. Engineer | November 2017- September 2018

In my role as a Junior Engineer, I demonstrated proficiency in utilizing CAD to rework customer diagrams, ensuring accurate and detailed representations for the production department. I played a pivotal role in the product development team by finalizing products based on provided diagrams. Additionally, I efficiently managed the procurement of materials required for new product development, showcasing a keen eye for sourcing quality resources. My responsibilities extended to creating comprehensive documentation for newly developed products, contributing to streamlined processes and effective communication throughout the project lifecycle.

Key Skill:

Technical Design and Documentation: Demonstrated proficiency in utilizing Computer-Aided Design (CAD) to redraw customer diagrams, ensuring precision and clarity for the production department. Adept at translating given diagrams into finalized products, showcasing attention to detail and adherence to design specifications. Expertise extends to efficiently procuring materials essential for the development of new products, coupled with the ability to create comprehensive and accurate documentation for the entire product development process.

Academic Credentials

B.E. (Mechanical)

Vel Tech High Tech Engineering College

Professional Certification

1. Certification on Basics of Electric Vehicle
By ASDC- April 2024
2. Certification on EV Technology & Public charging station
By NIELIT- CALICUT – April 2024
3. Certification on Fundamentals of EV chargers
By ASDC- April 2024
4. Certification on Self – Charged Hybrid Electric Vehicle
By ASDC- June 2024
5. Certification on Basics of Automobile
By ASDC- Nov 2024