

## Rahul Tej K

No:8, Saibaba Colony Main Rd, Virugambakkam, Chennai-92

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### EDUCATION

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**VelTech HighTech Engineering College**

**June 2013 - April 2017**

Bachelor of Engineering - Mechanical

CGPA - 6.61

### SKILLS

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**Sales Leadership**- Proven ability to manage sales team

**Client Relations** - Successful in managing client relations to business scale-up

**Product Expertise**- Ability to in-depth understanding of product and to position in market

**Strategic Planning**- Proficient in developing plans aligning with organizational goals

**Negotiation**- Proven track record in converting leads into orders

### EXPERIENCE

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**Spinco Biotech Pvt Ltd**

**October 2018 - Present**

**Technical Specialist- Sales Lead**

- Responsible for a specific product looking after sales PAN India region
- Executing plans with regional teams to meet yearly target
- Developing business Plans and monthly reports to OEM
- Maintain client relations for business scale-up
- Organizing Seminars and workshops for Lead generation

**Vibgyor Automotive Pvt Ltd**

**Nov 2017 - Sep 2018**

**Jr. Engineer- NPD**

- Proficiency in utilizing CAD, rework customer GD&T ensuring accurate plan for production
- Played Major role in finalizing products and OEM
- Developing costing, material procurement plans
- Maintaining documents and ensuring smooth execution working with cross-functional teams
- Worked in major Ancillary projects for Tafe , VST Tillers , Rane, Ashok Leyland

### CERTIFICATIONS

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- Pursuing Advance Corporate Strategic Management course  
IIM- Vishakapatnam
- Certification on Basics of Electric Vehicle  
By ASDC - April 2024
- Certification on EV Technology & Public charging station  
By NIELIT- CALICUT- April 2024
- Certification on Basics of Automobile  
By ASDC - Nov 2024