

Rahul Tej K

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PROFESSIONAL SUMMARY

Results-driven and technically adept professional with 7 years of experience spanning technical sales leadership. Proven track record as a Technical Specialist - Sales Lead, adept at understanding client requirements, delivering tailored technical solutions, and driving revenue growth through strategic customer engagement. Prior experience as a Junior Engineer - New Product Development with hands-on involvement in concept design, prototyping, and cross-functional collaboration to make product success. Demonstrating a strong blend of technical acumen, problem-solving skills, and business insight to bridge the gap between engineering and client-facing roles. Committed to delivering excellence, fostering customer relationships, and driving product innovation.

EDUCATION

VelTech HighTech Engineering College

June 2013 - April 2017

Bachelor of Engineering - Mechanical

SKILLS

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

SOFTWARE PROFICIENCY

- MS Office suite
- AutoCAD, Creo, Ansys, CATIA

EXPERIENCE

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 AutoCAD, Ansys and Creo softwares
- 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

- Pursuing Advance Corporate Strategic Management course
IIM- Vishakapatnam
- Certification on Product design and Analysis
By CADD Centre - February 2017
- Certification on Basics of Electric Vehicle
By ASDC - April 2024
- Certification on Basics of Automobile
By ASDC - Nov 2024
- Certification on Salesforce for Sales Managers
By LinkedIn Learning- Feb 2025