

RAMESH JHA

Technical Marketing Engineer

WORK EXPERIENCE

5 Years 6 Month

AGE

25/04/1993



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<https://www.linkedin.com/in/ramesh-jha-5bab5ba4/>

ABOUT ME

Veteran Technical Marketing Engineer with over 3.6 years' experience in the Railway based industry. Extensive knowledge in a variety of Railway based project. Excellent organizational skills, analytic, and problem-solving skills with proven results in assisting users with project hardware and software. Exceptional ability to troubleshoot issues and train users on technical equipment. Motivated to learn, grow and excel in every domain.



Education

Master of Technology.

RGPV University - Sagar Institute of Research & Technology Bhopal.

Pursuing, 4th SEM
(Microelectronics and VLSI)
Batch 2018

Bachelor of Engineering.

Electronics & Communication
RGPV University - Sagar Institute of Research & Technology Excellence Bhopal.

Graduated, Batch
2016 -Marks 7.37
Pointers with 1st Division

10+2 (PCM)

Vivek Jagrati V.M.H.S School
Mandideep Bhopal M.P board

Graduated, Batch
2012, Marks-72.4%
1st Division



Professional Qualification and Affiliations

- Extensive Knowledge of Railway Based Project also worked on various client requirements & new features.
- Good knowledge of application & Software testing.
- Develop test plan for end to end system validation and execute it like a customer.
- Design, develop and carry out technical marketing strategies.
- Attending Client meetings to understand the clients' problems and providing the best solutions.
- Guiding the development team and testing team in developing the product.
- Followed up with clients to ensure optimal customer satisfaction following support engagement and problem resolution.



Career Highlights

- 3.6 Years of experience with **Prudent Systems Pvt. Ltd.** As **Technical Marketing Engineer** with experience in Railway Project Installation, Railway Prototype testing, along with prototype verification and validation.
- Designed and developed new products for customers that generated new business opportunities.
- Experienced in Software & Hardware Testing.
- Worked closely with sales team to communicate technical specification and analyze Customer requirements.
- Created and maintained a project scheduled to coordinate team resources for successful completion of product development.
- Traveled to customer sites to collaborate with them on a product to meet their specific application.
- Worked with **Research Design and Standards Organization (RDSO-Lucknow)** to translate the design into prototypes and products.
- Collaborated with team members on design and development of new products.
- Hands-on prototyping, verification and validation testing that resulted in innovative solutions for customers.
- Multiple of products approval from **Research Design and Standards Organization (RDSO-Lucknow)** India.



Skills

- | | | |
|------------------------------|----------------------------|----------------------|
| • PyQt Designer | • Basic Knowledge of Figma | • Project Management |
| • Basic Knowledge of Flutter | • UI/UX Designer | • Layout Testing |
| • Microsoft Word and Excel | • Project Management | • Self-starter |



Extra-curricular Activities

- | | |
|------------------------------|------------------------------|
| • NCC 'B' Certificate Holder | • NCC 'C' Certificate Holder |
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Work Experience

Company Name: Prudent Systems Pvt. Ltd. Bhopal
Working Since: 2019 to Present.
Designation: Technical Marketing Engineer

- Working for various Railway projects (For Example: GPS Based OMS, Oliver-G, Speedometer, ETLMD, CRT etc.) related to IOT and Embedded system.
- Supported, installed, and demonstrated the product to all the Railway divisions.
- Prepare Presentation, Price quote and sales order for customers.
- Negotiation with the client related to product price.
- Follow up for the AMC of the product.
- Follow up the payment to be obtained from the client.
- Evaluate effectiveness of the product.

- Collaborate with the complaint unit to resolve customer issue and maintain high level of customer satisfaction.
- Understanding the client requirement of client and communicate with the R&D team to develop the product.
- Grow Sales by adding new client and maintaining premier relationship with the existing client.
- Multiple of products approval from **Research Design and Standards Organization (RDSO-Lucknow)** India.

Company Name: Ritronix Technology Pvt. Ltd. Bhopal
Working Since: 2018 to 2019.
Designation: Technical Marketing Engineer

Company Name: El Camino Software Pvt. Ltd. Gurgaon
Working Since: 2017 to 2018.
Designation: Support Executives



Computer Proficiency

- Microsoft Word
- Microsoft Excel
- Power Point



Language

- Hindi
- English



Personal Details

- Mother’s Name : Mrs. Renu Devi
- Father’s Name : Mr. Lalan Jha
- Gender : Male
- Date of Birth : April 25th , 1993
- Nationality : Indian
- Marital Status : Single
- Email id : rj250493@gmai.com
- Phone :+91-8510895089, +91-7566201720
- Permanent Address : W no.17 Ram Nagar Colony Near Sheetal Homes Mandideep -462046(M.P)
- Passport Number : V7516120

Declaration

I, Ramesh Jha, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Ramesh Jha
 Place-Bhopal