

Name: SrinivasaRao

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ELECTRONICS PRODUCTION

Seeking middle level assignments across the Electronics industry across Production, PPC.

Profile Summary:

- Having 2.0 years of experience in sales & operations and production planning control (PPC)
 - In charge of the complete tender process for the Indian Railways - Tender Participation, Document preparation, Price Negotiation, PO related follow up and amendments if needed.
 - Work closely with the Production Manager to help lower the cost of the manufacturing and identify production issues & create reports and made recommendations for process improvement.
 - Boost delivery and scheduling efficiency by moving to computer database system.
 - Act on behalf of purchasing to negotiate more favorable supplier deals with all vendors.
 - Payments collection in Indian Railways due to supply the material.
 - Actively involved in **production planning & control and RITES Inspection.**
 - Expertise in project planning, scheduling, budgeting & performing cost-benefit analysis as per the client's requirements.
 - Instrumental in foreseeing a business potential of ₹15 Crores/yr with Indian Railways through introduction of new generation LED products.
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PROFESSIONAL EXPERIENCE:

Total experience is 2.0 years (**June 2016-Present**) in Sales & operations and PPC

Currently working in **MAAVE Electronics Pvt. Ltd**, Hyderabad as a Sales Engineer

- Spearheading efforts across ensuring Product readiness for LED Based Lighting products like Emergency Light, Coach Lighting like Night Light cum berth indication, passenger alarm indication Light.
- Dexterous in dealing with Third party Evaluation of our Products with Indian Railways and Getting New Products Approvals from RDSO and ICF of Indian Railways.
- Indian Railways Payments collection regarding supply the material.
- Preparing Work procedures for the processes involved from End to End Products.

Skills Profile:

Technology : Salesforce(Service Cloud & Sales applications)

Languages : Apex, Visual Force.

Databases : SQL

Education:

- Master Degree (**M.TECH**) in 2015 with an aggregate of **77.4%** from Jawaharlal Nehru Technological University (**JNTU**), Hyderabad.
 - Bachelor Degree (**B.TECH**) in 2013 with an aggregate of **69%** from Jawaharlal Nehru technological University (**JNTU**), kakinada.
 - Board of Intermediate (**M.P.C**) in 2009 with an aggregate of **74.8%** from VIBM Junior College, Vijayawada.
 - **SSC** in 2007 with an aggregate of **66%** from Z.P.H.School, Brahamanapalli, Guntur.
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PERSONAL INFORMATION:

- **Date of Birth** : 20-06-1991
- **Permanent Address:** Chejerla(post),
Nekarikallu(m),
Guntur (dist), pin: 522615

DECLARATION:

I hereby declare that the above information is true to the best of my knowledge.

Date:

Place:

(Srinivasa Rao)