

**Lalit Kumar**

**Vaishali Sector-4, Gaziabad,U.P. Contact**  
**9996348522/8586908961(Email:ashisharma63@yahoo.in)**

**JOB OBJECTIVE**

Seeking assignments in Business Development/ Sales & Servicing/Marketing with a growth Oriented reputed organization.

To be an integral part of reputed organization to share knowledge and skills, this may result in leading the organization and personal growth.

**WORK EXPERIENCE**

**Organization: VICO Limited**  
**Duration: July1995-Till December1995**  
**Designation: Service Engineer**

VICO is an Indian company involved in manufacturing of high vacuum coating system.  
Role: Involved in assembling and servicing of system.

**Organization: Lawrence & Mayo Pvt. Limited**  
**Duration: Jan'1995 – Jan'07**  
**Designation: Sales Engineer.**

Company specialization is to provide complete solutions for High Vacuum Valves, Oil Rotary Vane Vacuum Pumps, Lapping & Polishing Machines and other various scientific instruments.

Role: Involved in servicing/sales of Rotary Vane Vacuum Pumps, VAT Valves to clients across diverse industries such as R&D, Metalizing, and Food & Beverages etc.

**Organization: Varian India Pvt.Ltd.**  
**Duration: Feb`07 – Oct 09**  
**Designation: Sales Engineer.**

Company specializes in providing complete range of UHV products like Oil free Scroll Pumps, RVP, TMP, IP, DP, HV Valves and HLD meeting requirement of R&D and Industrial customers.

Role: Worked as a Sales Engineer for North India specifically with all R&D customers like DRDO, CSIR, IIT & Universities. Attended training on the above products at Italy. Achieved business 20% more than the offered target of INR 4 crore.

**Organization: Busch India Pvt.Ltd.**  
**Duration: Nov`09 – April 10**  
**Designation: Sr.Sales Engineer.**

Since the foundation of Busch was in 1963 in Germany, the company focus has been on customer oriented thinking in terms of supply of high quality and competitively priced products and excellent service and technical backup, which has led Busch to become the leader in the development of new Vacuum products using latest technology both in design and manufacturing to meet the vacuum requirement of industries worldwide. Company specializes in providing a various types of oil free and oil based vacuum pumps ,meeting requirement for industrial application such as food & beverages, packaging, Pharmaceutical, metalizing, refrigeration, automobiles, chemicals processing etc.

Role: Worked as Sr. Sales/Service engineer and was responsible for complete north India and have a good relation and data base of industrial customers.

**Organization: Edwards India Pvt.Ltd.**  
**Duration: May`10 – Dec 2011**  
**Designation: Sr.Sales Executive.**

Company deals in wide range of vacuum pumps meeting requirement for industrial as well as R&D customers. Offering Products for R&D/Industrial customers like RVP, TMP, Diffusion Pumps, STP Range of TMP (Maglev Pumps), Dry Screw Pumps, IXX, EPEDP (Dry Chemical Pump), GX-Series Twin lobe pumps, Booster pumps, Piston pumps ,Products for Solar: GXS, IDX, GV, EH-Series Dry Screw/lobe Pumps, exhaust management System (Scrubbers)

Power Sector: Condenser air evacuation package, wide range of single and double stage liquid ring Vacuum pumps.  
Steel Industries: Mechanical vacuum Pump system for steel degassing.

Role: Responsible for sales and service for North India. Made good relation with industrial Customer via regular visits and achieved a good business.

**Organization: HHV Pumps India Pvt.Ltd.**  
**Duration: Jan 2011 - Nov 14. Designation:**  
**Asst. Sales Manager**

Hind High Vacuum Private Limited (HHV) was founded in 1965 in Bangalore, India. HHV is India's major manufacturer of vacuum systems and equipment, having supplied many customers in universities and government institutions, plus research centre's and departments in both state and private industry sectors.

- Vacuum Technology products systems were the key products that I handled.
- Managed the service/marketing operations of the company in north India region.
- Defense sector, research institutions, vacuum coating applications related industries and several related organization are the key business areas that were tackled by me.
- To specify a few of the products :- vacuum pumps, vacuum gauges, Vacuum Valves, DTM, Leak detector , EBG With power supplies, Small & Large vacuum coating system, Box coater with Glow Box, Sputtering unit with RF/DC power supplies, all kind of vacuum furnaces & vacuum laminators.
- Underwent service training at H.Q. towards small & large vacuum pumps, Booster (Roots) Pumps, Piston Pumps, Diffusion Pumps, Vacuum Valves, Vacuum pumping system, Vacuum coating units, Vacuum Laminators & Vacuum furnaces.

Role: Responsible for sales for North India. Increased the sales graph up to 35% compared to last year. Focused mainly on refrigeration/OEM/R&D sector.

**Organization: Economy Refrigeration**  
**Duration: Nov 14 –March 15**  
**Designation: Asst. Sales Manager**

Economy is the owner based company started vacuum business since 1992, having dealership of Tuthil pumps in India. Responsible for sales for Tuthil pumps in North India.

Role: Responsible for North & Promoted dry screw and piston pumps in Pharma' and metalizing industries.

**Organization: Everest Blower Systems Pvt Ltd.**  
**Duration: May 15-Jan 16**  
**Designation: Asst.Sales Manager**

At Everest we are mainly focusing API/Bulk drug industries. Promoting Dry Screw Vacuum Pumps & Systems.

Role: Responsible for West India and heading two Sr. Sales Graduate Engineers & generated new enquires added good revenue approx. 8 crore.

Sold DVP/Systems to Anupam Rasayan, Bharat Rasayan, UPL, Lupin, Cadila, Novosis Green, Sun Pharma, and Matrix, Harman, R3Crop Care etc including consultants like Bectochem, Knexier and Technoforce.

Also targeting new application of transformer/Steel industries/waste oil/bio diesel sectors and had positive feedback.

**Organization: APP Systems India Pvt Ltd**  
**Duration: Feb 2016 –May 2018**  
**Designation: Manager Sales**

APP Systems is Singapore based company involved in promoting AE Power Supply, AERA (Hitachi) Mass Flow Controllers, Brooks Cryo Pump & Ploycold Chillers as well as authorized distributor for Tuthill Vacuum Pumps in India.

Role: Responsible for sales activities for North-East and Gujarat and achieved target of 8 lacs USD.

**Organization: Kay International Pvt Ltd**  
**Duration: June 2018- Till date**  
**Designation: Manager Sales**

Kay International is 54 Years old company involved in manufacturing highest capacity blowers as well as Vacuum Boosters. Currently having complete range of vacuum pumps.

Role: Responsible for sales activities for complete India, heading one asst. sales manager and sales engineer including process sales engineer. Receiving good enquires of approx. INR 2 crore initially and in process to convert into orders.

### **KEY PERFORMANCE AREA**

- Identification and development of new customer/Projects.
- Introduction of new product into the market.
- Pricing and value based selling argumentation.
- Implementing effective sales strategies for achievement of revenue targets
- Coordinating with team to ensure company achieves high profits in limited time frame.
- Sharing knowledge with customers as a value added support (both before and after sales)

### **EDUCATIONAL CREDENTIALS**

- Matriculation from Fr. Agnel School, Delhi passed out at 1990 (54%)
- 2 years course from National Council of Vocational Training in Mechanical in 1993 (74%)

### **PERSONAL DETAILS**

- Name: Lalit Kumar
- DOB: 11.11.1974
- Father's Name: Lt. Sri Shiv Charan
- Marital Status: Married
- Sex: Male.
- Language Known: English, Hindi.
- Mobile Number: +91-8586908961
- Date: 23.08.2018