

Suraj Kumar

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EDUCATION			
Degree/Qualification	Institution	CGPA/Percentage	Year
MBA (Expected April 2025)	Indian Institute of Technology, Kanpur	-	-
B.Tech. (Computer Science Engineering)	Guru Nanak Dev Engineering College, Ludhiana	8.05	2021
HSC (12 th)	Jamshedpur Public School, Jamshedpur (CBSE)	83.40%	2016
SSC (10 th)	Ran Vijay Singh Academy, Jamshedpur (ICSE)	85.67%	2014

WORK EXPERIENCE	
Volvo Eicher Commercial Vehicles Ltd Deputy Manager	Indore December 2021 – July 2023 ▪ 18 Months
<ul style="list-style-type: none">▪ Worked on Spares Sales potential assessment, Spare Sales Operation Management▪ Involved in Customer relationship and their Account Management▪ Analyzed the delayed execution and steps to improve the same. Prepared sales report and variance analysis▪ Worked on Spare Part Sales Potential Assessment, Automation of Sales Operations	

POSITIONS OF RESPONSIBILITY	
Helps Welfare Society	▪ Assistant Manager in Ngo Helps Welfare Society (2017-19)
GNDEC Ludhiana	▪ Promotion member in Anand Utsav 2k18 Techno-Cultural Fest (2018-19)

CERTIFICATIONS
<ul style="list-style-type: none">▪ 'Python for Data Science, AI & Development' by Coursera▪ 'Data Visualization and Dashboards with Excel and Cognos' by Coursera▪ 'Lean Six Sigma Green Belt' by KPMG▪ 'Sales Forecasting' by LinkedIn▪ 'Training 4.0' by Marshal Learning▪ 'Inspection & Quality Control in Manufacturing' by NPTEL

ACADEMIC PROJECT	
Tata Steel Ltd	▪ Successfully Completed Industrial project on the Implementation of a Positive Locking System in Hydraulics of the SCP Machine

ACHIEVEMENT	
Volvo Eicher Commercial Vehicles Ltd	▪ Awarded TBEMF Monthly Best Performance Award for Automating Sales Operation & increasing Sales in January,2023

OTHER INTEREST AND HOBBIES	
▪ Taekwondo ▪ Cooking ▪ Cricket	