

Yashkumar Lad

My Contact

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📍 Surat, Gujarat, India

Specialization

- Computer Aided Design
- Advanced Automobile
- Business Networking
- Machine Design
- Technical Writing

Software Skills

- PTC-Creo Parametric
- Ansys Workbench
- Minitab
- Microsoft Office
- Microsoft Word , Excel & PowerPoint

Languages

- English
- Hindi
- Gujarati

Academic History

M.E. Automobile Engineering (2017-2019)

LDRP-ITR || KSV UNIVERSITY
CGPA: 8.56/10

B.E. Mechanical Engineering (2013-2017)

A.D. Patel Institute of Technology || GTU
CGPA: 7.61/10

HSC-Science (2011-2013)

Smt. L. P. Savani Vidhyabhavan ||
GSHSEB
Result: 73.38 %

SSC-General (2010-2011)

Smt. L. P. Savani Vidhyabhavan || GSEB
Result: 92.80 %

About Me

I seek challenging opportunities where I can fully use my skills for the success of the organization. Specialized in Mechanical & Automobile Engineering fields with a sound knowledge and experience of Technical Business Development, Procurement & Back office operations.

Professional Experience

Indiamart Intermesh Limited

Manager - Key Client Division

(Jan 2022 – Present)

Key responsibilities:

- Servicing large corporate across various industries as part of the existing client servicing;
- Servicing Large corporate clients by cross-selling, upselling, negotiating, and closing large value deals with existing corporate leaders of IndiaMART;
- Maximizing sales revenue by up-selling and cross-selling solutions during the lifetime of a client;
- Strategically managing and retaining all of the key accounts;
- Resolving clients concerns and queries at all levels;
- Ensuring revenue generation and growth on a monthly basis.

NEO Engineering and Projects Pvt. Ltd.(NEPPL)

Assistant Manager – Business Development

(May 2019 – December 2021)

Key responsibilities:

- Followed new business opportunities and setting up meetings, planning & preparing presentations;
- Communicated new product developments to prospective clients;
- Processed company receipts, invoices, and bills;
- Assisted and supported management in numerous tasks;
- Managed company's sourcing capabilities and supply chain;
- Responsible for strategizing and negotiating with suppliers and vendors in order to acquire the most cost-effective deals and to reduce procurement expenses;
- Developed procurement strategies that are inventive and cost-effective;
- Sourcing and engaging reliable suppliers and vendors;
- Negotiated with suppliers and vendors to secure advantageous terms;
- Reviewed existing contracts with suppliers and vendors to ensure ongoing feasibility;
- Developed & maintained long-term relationships with vendors and suppliers;
- Assisted with inventory control;
- Approved purchase orders and organizing and confirming delivery of goods and services.