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📊 Key Skills

Research & Development

Application Engineering

Hydraulic Support

Pre-Sales Operations

Reverse Engineering

Business Development

Technical Training

An achievement-driven professional targeting senior level assignment in Sales, R&D & Application Engineering

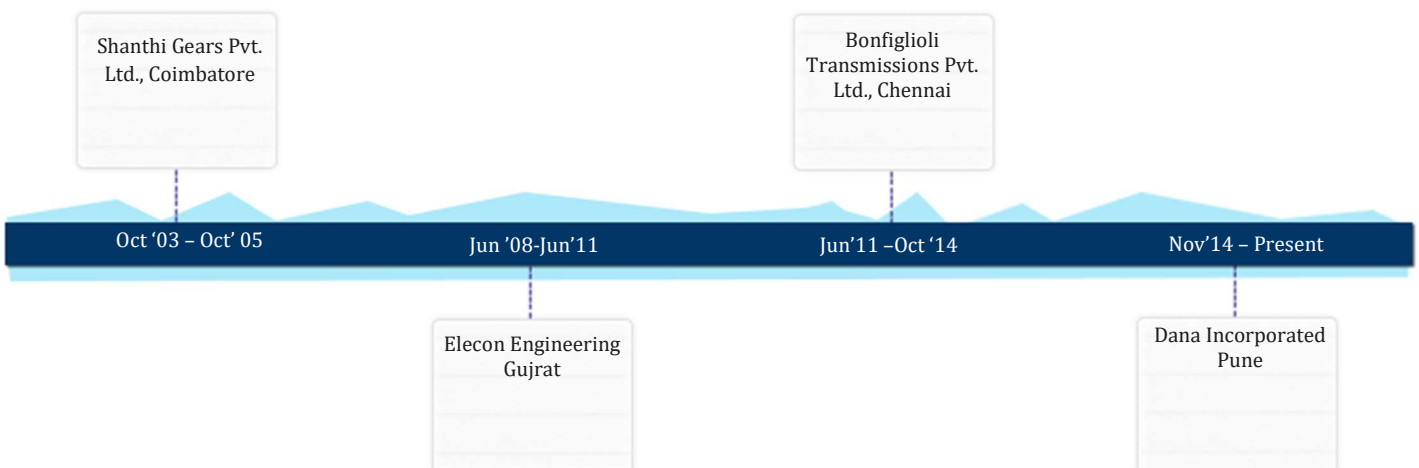
Industry Preferences: Heavy Industry / Manufacturing /Aggregates for Off highway equipment/Automobile Engineering

Location Preferences: India

🗨 Profile Summary

- ⚙ A goal-oriented professional with over 15 years of experience in Research & Development and Application Engineering.
- ⚙ Experience of managing operations and implementing strategies towards enhancing market penetration, business volumes and growth
- ⚙ Hands-on exposure in mapping business process, conducting requirement study, defining the various technical specifications and managing client interaction for resolving concerns
- ⚙ Merit of working with various public & private sector clients from Manufacturing, process industries, Windmill, Concrete, Mining, Building Construction, Road Construction, Agriculture & Earthmoving Industry
- ⚙ Skills in delivering proposals to clients, providing solution strategy (pre-sales) support encompassing briefing on client feedback / insights and developing customer specific strategies
- ⚙ Successfully led key business initiatives & strategies to meet changing customer needs / expectations, thereby resulting into high level of customer satisfaction and increase in market share, sales volume & added bottom line
- ⚙ An effective communicator with excellent relationship management skills and strong analytical, problem solving & organizational capabilities

👤 Career Timeline



Work Experience

Dana Incorporated. Pune

Oct 2018- Present



Manager – Customer Solution Engineering

Key Result Areas – Electrified Vehicles (Off highway & Leisure Vehicles)

- Vehicle system solution identification, including system application feasibilities (multi product)
- Ensuring that the selected system solution satisfies complete vehicle system functionality and performance targets
- Selection and coordination of the Product Solutions project teams
- Main technical cross-product interface with Customer engineering from RFQ to SoP (system)
- Ensuring alignment between customer vehicle requirements and product requirements
- Collect in a structured way and share vehicle knowledge and application experiences
- Coordination of the regional team to meet the customer engineering needs
- Regional alignment to the best application practices
- Workload balance at regional and global level
- Continuous improvement

Key Responsibilities

- Professional & timely responses to customer requests
- Support Product Development and Installation along all product development till (SOP+90) days
- Manage customer requirements & application data (ADF)
- Requirements management for customer project
- Agree and approve DVP&R with customer
- Preliminary product selection, application feasibility & configuration (product technical description)
- Conduct analysis of current product to new applications & document with approval letters, Options review
- Support PV&V process during field test, Field test reporting
- Responsible for machine check-out, Responsible for Proto and Product Check-out
- Coordinate, manage, and close customer specific open issue lists (OISR)
- Lead the problem solving of application related issue during New Product Development or New Application
- Responsible to understand customer use of competitive product and competitor product presence
- Support PE for required customer approvals of deviations
- Support Sales on product changes
- Support the Plant in case of Proto & Failure Analysis
- Responsible to get required customer approvals
- Support VAVE potential idea generation
- Responsible to gain approvals and implement proposed VAVE ideas (at customer side)

Highlights

- Designed and developed a complete system for off highway Vehicles – Gearbox, Electric Motor & Controllers
- Designed a new electric vehicle architecture for Excavators, Compactors, Self-loading Mixers, BHL vehicles
- Well Experienced in AC Motors especially on IPM & SRIPM Motors
- Selection of Driveline components based on the vehicle duty cycle
- Duty Cycle analysis with MATLAB for system analysis

Dana Incorporated. Ahmedabad

Oct 2014- Oct 2018



Manager – R&D Division

Key Result Areas

- Design & Development of Planetary gearboxes for construction/Agriculture equipment.
- Design and Development of Electric Auto and cars (Transmission)
- Design & Development of Wheel, Track, Swing planetary gearboxes
- Responsible for Gear calculation through KISSsoft software.
- Skilled in Gear Micro Geometry optimization for NVH
- Responsible for Selection of Bearings / seals and their fitment design
- Selection of materials and their heat treatments
- Verification of Detailed design, Cost optimization, release of detailed 2D Drawings / BOM
- Familiarity with GD&T regulations and standards
- Experienced in Gearbox validation and testing

- Experienced in VA/VE Activities
- Experienced in designing of planetary gear boxes for Mini Excavator, Dozer, Grader, mobile crusher, tandem roller, wheeled paver, Aerial platform and harvesters.

Highlights:

- Successfully designed independent design for a compactor, Excavator Final Drives
- Designed Track gearbox for Rice Harvesting machine
- Designed cement mixture gearbox range from 2T to 6T
- Key person for winning deals from some of the largest corporate houses such as Wirtgen India, Escorts, AMMAN Apollo etc.
- Played a pivotal role in enhancing the market share of Dana products in road construction machinery equipment
- Identified and enabled applications apart from where gearboxes used in standard
- Rectified chronic failures with key account customers thus by saving the business

Previous Experience

Work Experience

Bonfiglioli Transmissions Pvt. Ltd., Chennai
Assistant Manager – R&D Division

June 2011-Oct 2014



Key Result Areas

- Designed gearboxes for Mobile and wind gearboxes.
- Managing the selection of Mobile & Wind Gearbox (Hydraulic Drives) for application such as construction, road machinery, agricultural machinery, winch, crane, mining yawing and pitching
- Responsible for Hydraulic motor assembly and testing Centre
- Design & Development of Construction equipment like Compactors, Excavators, skid steer loaders etc
- Design of Gears in relation to manufacturing processes
- Experienced in GD&T, stack up analysis
- Work with manufacturing to resolve technical issues on existing designs
- Performing root cause analysis and supervising complaint management involving addressing all escalations and resolving them within the specified Turnaround Time (TAT)
- Organizing promotional campaigns / technical presentations for new product development; focusing on brand establishment and market penetration
- Ensuring maximum customer satisfaction by providing pre/post technical assistance and achieving delivery and quality norms

Highlights:

- Played a key role to solve the field failure of a Excavator
- Successfully reduced the cost of the parts with new concept design
- Successful launched the Hydraulic test bench in a short span of time

Elecon Engineering Pvt.Ltd Gujrat
Senior Design Engineer – Gear Division

June 2008 – June 2011



Highlights:

- Design & Development of customized Helical & Spur Gearboxes
- Responsible for Dimension Sheet, General Arrangement Layout and Detail Drawings
- Provided quick technical support to consultants and design personnel of our customers spread across the country
- Redesigned of Existing gearbox
- Worked on Various modelling soft wares like Pro-E, Solid Works

Highlights:

- Good experience in selection of cutters like hob, shaper, shaving cutters, etc.
- To plan the process sequence of components (shafts and gears).
- Co-ordinate with customers for Dimension Sheet Approval and Technical
- Involved in standardising the process drawings
- Work with entire supply chain to launch into production from supplier, engineering, product



Education

- Masters in Mechanical Engineering (Design) from Anna University.
- Bachelor of Engineering (Mechanical) from Anna University.

Trainings

- Training on 'Gearboxes for Mobile and Windmill Applications' at Bonfiglioli Transmittal, Italy
- Technical skills training on Hydraulics at Bonfiglioli Transmittal, Italy
- Application Training on Construction equipment's at Fairfield , USA
- Gear optimization for contact pattern and NVH at Graziano Transmission ,Italy

IT Skills

- Solid works, Pro – E, Unigraphics
- Kiss soft ,Kiss Sys, Gear Shop Pro
- MATLAB
- SAP, Oracle ERP, AS400.
- Microsoft Application



Personal Details

Date of Birth: 1st Jan 1984
Languages Known: Tamil, English, Hindi (Beginners' Proficiency)
Marital status: Married