LAKSHAY GUPTA 

30 Vinobapuri, Lajpat Nagar – II, New Delhi - 110024

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*Seeking a challenging and rewarding opportunity with an organization of repute which recognizes and utilizes my true potential while nurturing my analytical skills in the field* ***.***



**SUMMARY OF SKILLS**

* PGDM (MARKETING) JULY 2016
* Qualified with graduation **B.Tech (Mechanical Engineering)** from **Maharshi Dayanand University;** accented with latest trends & techniques of the field, having an inborn quantitative aptitude with determination to carve a successful career in the industry.
* Well developed communication skills with reputation of unwavering accuracy, credibility & integrity, exceptional presentation skills with the ability to perform above expectations.

**Technical Proficiencies**

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| Operating System | Windows (XP/03/Vista/7) |
| Software | AutoCAD |
| Language | C, C++ |
| Other Packages | MS Office and Internet Applications |



**PROFESSIONAL EXPERIENCE**

**MECHMAARK EQUIPMENTS PRIVATE LTD. ( 1 YEAR)**

**AS SALES ENGINEER\_ Air filter**

**1 August 2014 – july2015**

**.** Planning and organizingthe marketing strategies to optimize the sales and to achieve company targets .

**.**  Maximized sales towards various oems , projects, hospital sectors, pharmaceuticals .

**INDIAMART INTERMESH LTD (6 months ) SEPTEMBER 2015-FEB 2016**

**AS ONLINE SALES EXECUTIVE**

**HELLOTRADE- ITS A SUBDIVISION OF INDIAMART INTERMESH LTD.**

**.**Client servicing, Client Acquisition , Adherance the sales process and requirement.

**.** Maximized sales towards various by generating By leads ,sales of Buylead packages .

**ACADEMIC CREDENTIALS**

**PGDM( marketing - distance mode ) JULY 2016**

**B.Tech-Hons. (Mechanical Engineering), 2013**

Al-Falah School of Engineering & Technology, Maharshi Dayanand University.; **75.78%**

**XII, 2009**

Dr. Radhakrishnan International School (C.B.S.E); **59%**

**X, 2007**

Dev Samaj Modern School (C.B.S.E); **61.4%**

**Certified Course**

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| --- | --- |
| **Title** | **Advance Diploma in Air-conditioning & Refrigeration,2014** |
| Duration | 6 Months ( Feb 2014 - July 2014 ) |
| Institute | ISHRAE Institute of Excellence |

**Industrial Trainings/Project**

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| --- | --- |
| **Organization** | **Indraprastha Power Generation Company Ltd. & Pragati Power Corporation Ltd. (New Delhi)** |
| Duration | 5months (21st January 2013 – 21st June 2013) |
| Project Title | Thermal & Gas Turbine Power Generation |
| Synopsis | Worked in different fields associated to Steam Power Plant in IPGCL and Gas Turbine Power Plant in PPCL, in turn achieved comprehensive exposure & understanding of concepts related to installation, operation, maintenancealong with perfect knowledge of working & operations of Power Systems & Transmission. |

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| **Organization** | **Safdarjung Airport Authority of India (A.A.I)** |
| Duration | 6 weeks (18th June 2012 – 27th July 2012) |
| Synopsis | Worked in the field of Friction Testing and maintenance of Automobile vehicles. |

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| **Organization** | **National Power Training Institute, N.T.P.C. (Badarpur), New Delhi** |
| Duration | 1 day |
| Synopsis | Gained exposure and knowledge in areas related to working of a Thermal Power Plant. |

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| **Organization** | **Delhi Metro Rail Corporation Ltd. (D.M.R.C.)** |
| Duration | 6 weeks (8th June 2011 – 20th July 2011) |
| Synopsis | Efficiently worked as a trainee and gained exposure to concepts & operational activities related to Centralized A.C Plant, Elevators & Escalators units. |



**Academic Accolades**

* Achieved 2nd position in 7th semester during B.Tech studies.



**Extra Curricular Accolades**

* Participated in various College Level Events such as Technical Exhibition and Quiz Competition held in year 2012.
* Participated in I.T Quiz organized by Tata Consultancy Services in year 2007.
* Achieved 2nd position in Junk-yard activity held during College Fest.
* Area of Interest --sales and marketing , hr and OTHERS.



**Languages Known:** English, Hindi and Punjabi

**Date of Birth**: 19th June 1990