

Robin Singh Chauhan

Senior Sales Engineer

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☎ 9643654502

📍 Gurgaon Haryana

CAREER OBJECTIVE

To work in a challenging atmosphere by exhibiting my skill with utmost sincerity and dedicated smart work for the growth of your esteemed organization along with mine.

TOTAL EXPERIENCE

- **Senior Sales Engineer**, Sanko Shoji India Pvt. Ltd. 06/2025 – Present
Gurgaon
- **Sales & Service Engineer**, UBE Machinery India Pvt. Ltd. 09/2020 – 06/2025
Gurgaon
- **Sales Executive**, Grey Orange India Pvt. Ltd. 06/2019 – 08/2020
Gurgaon

EDUCATIONAL & ACADEMIC QUALIFICATION

1. BACHELOR'S DEGREE

- College: Gurgaon Institute of Technology & Management (Gurgaon)
- Course: B -Tech (Mechanical)
- Year: 2019
- Percentage: 72.80 %

2. INTERMEDIATE EXAMINATION

- School: Dev Samaj Vidya Niketan Sr. Sec. School (Gurgaon)
- Board: CBSE Board
- Year: 2015
- Percentage: 73.20%

3. MATRICULATION EXAMINATION

- School: Dev Samaj Vidya Niketan Sr. Sec. School (Gurgaon)
- Board: CBSE Board
- Year: 2013
- Percentage: 78%

STRENGTHS & SKILLS

- Well versed with instrumental tools i.e. (Inside Micrometer, Bore Guage, Digital Caliper, Outside Micrometer Etc.).
- Product Costing & Estimation.
- Availability to travel as needed.
- Able to align proposals with client needs and organizational goals.
- Able to motivate & negotiate with the people.
- Customer handling & satisfaction.
- Ability to work in challenging environment.

IT PROFICIENCY

- Microsoft Office (Word, Excel & Power Point)
- SAP, Ariba & Tally Prime.
- Goggle Sheets & Goggle Docs.

JOB RESPONSIBILITIES

- Report on regional sales results.
- Submit the better commercial offer price after the price negotiation with client.
- Generating new enquiries by daily value of engineering with potential customers.
- Receiving the RFQ from OEM and making the offer after checking the feasibility with our team.
- Making monthly and yearly KPI sheet to see the performance date about our submitted RFQ.
- Acted as the main point of contact for client communications, especially for key accounts (e.g., Maruti Suzuki, SMG & Hitachi).
- Arranged meetings with customers to discuss price adjustments, negotiated raw material price increases, and updated SAP records after settlements.
- Prepared commercial and legal documents for all RFQs, facilitated technical reviews, and worked with cross-functional teams for cost break-ups and product feasibility.
- Coordinated with internal departments (Engineering, Quality, Procurement) for new product development and tracked progress through each project phase.
- Generated new business inquiries, expanded client base, and maintained relationships with existing customers.
- Ensured timely submission of compliance and attendance sheets from suppliers, prepared financial reports, accordingly.
- Reviewing customer forecasts on monthly basis.
- Negotiate with the supplier on payment terms, conditions, cost, lead time, delivery term and quality to obtain the maximum benefit for the company.
- Suggest new services/products and innovative sales techniques to increase customer satisfaction.
- Preparing quotations as per RFQ & RFP receive from customers.
- Prepare purchase orders for our vendors.
- Coordination Vendors to ensure sequential delivery of equipment to project site.
- Prepare and review the annual budget for the area of responsibility.
- Maintain & prepare price movement data sheet for all customers.
- Meeting with customers to understand their demands.
- Participate in decisions for expansion or acquisition.
- Create regional sales plans and quotas in alignment with business objectives.

LANGUAGE KNOWN

- English
- Hindi

HOBBIES

- Internet Surfing
- Listening Music
- Playing Cricket

INTRODUCTORY DETAILS

- Name: Robin Singh Chauhan
- Father Name: Mr. Sharvan Chauhan
- Date Of Birth: 9th July 1998
- Contact Number: +91 9643654502
- Religion: Hindu
- Martial Status: Married

DECLARATION

I hereby declare that the above mentioned information is true to the best of my knowledge and I bear the responsibility for the correction of the above mentioned particulars.

Robin Singh Chauhan