# Smit Lotia

## 46 Maniratnam Bunglows Part-1 ,Opp. Ratnam Flats,Vasna, Ahmedabad, GJ-380007.

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# OBJECTIVE

Experienced Sales project engineer with over 3.5+ years of experience in production industry. Excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Consistently saved costs while increasing profits.

# PROFESSIONAL EXPERIENCE

 **Sales Project Engineer-International Sales-Milacron India Pvt. Ltd, Ahmedabad**

 **July 2016 – Current**

* Detailed improvements to restoration plans by creating detailed budgets, schedules and cost estimates for clients.
* Developed long-term business strategy by using customer feedback to identify necessary process improvements.
* Execution of turn-key injection moulding projects in Middle East, Africa & Latin American countries.
* Worked with senior leadership to ensure complex projects were completed on time and under-budget.
* Calculated risks during project development and managed risks throughout projects.
* Developing plant layout consist of machine and all other utilities in CAD.
* Handling international tenders of injection mouding projects

# QUALIFICATIONS

* AutoCAD
* Proficient in SolidWorks
* Microsoft Office proficient
* Python
* Project Management
* Data Analysis

# EDUCATION

**Degree -**

**Bachelor’s in Mechanical Engineering - Indus University (India)**

**CGPA- 8.57 /10.0 - June 2016**

**Master of Business Administration – Sales And Marketing field
Sikkim Manipal University – Distance Learning
CGPA:7.5/10.0 March-2019**

# CERTIFICATION

* Certified Course of “Course on Computer Concept” with ‘A’ grade from Society For Information & Computer Technology.
* Certified Course of “Effective Public Speaking & Self Development” from Ahmedabad Management Association.
* Certified Course of “Effective Communication & Personality Development” from Ahmedabad Management Association.
* Certified Course from “Coursera” on effective writing.