

# Abhay Kungwani

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**JOB VISION:** Looking for a challenging job and responsibility where I can put my knowledge and skills in making important contribution towards the growth of an esteemed organization and be always on a learning curve.

## SNAPSHOT

- ✦ Graduate Marine Engineering(1 Year)
- ✦ B.TECH (Mechanical Engineering)
- ✦ 1 year and 9 months of Professional Experience.
- ✦ Possessing a 9 months experience of sailing on a merchant ship (M.V. SKYROS).
- ✦ Possess strong communication and inter personal skills.
- ✦ A quick learner with the ability to work in as a team, flexible and organizes things with optimistic way for the betterment of the organization.
- ✦ Contriver, highly adaptable and focused on building cohesive teams.

## Accomplishments

### I.) Bernhard Schulte Shipmanagement

- ⇒ Hands on experience on various machineries in engine room.
- ⇒ Understand technical specifications of machinery & basic troubleshooting related to it.
- ⇒ Organized different types of tools & equipment in engine room related to different machineries.

## PROJECTS HANDLED

### 1. Designation: Junior Engineer

#### Responsibilities during project:

- Attended an engine room watch at sea and in port with Duty Engineer Officer as required.
- Assisted in the maintenance and operational condition of machinery as delegated by the Chief Engineer Officer and First Assistant Engineer.
- Assisted in the preparation of requisitions for replenishment of spare parts and materials.
- Reported damages and irregularities immediately to the First Assistant Engineer (2nd Engineer) or Duty Engineer Officer.
- Any other task as directed by the Chief Engineer or First Assistant Engineer.
- Participated in any shipboard activity including the moving of stores, overhauling of machinery and assisting in maintenance or repairs as required or directed by the Officer in charge.

- Performed cleaning, descaling, priming and painting as required.
- Carried out additional duties as per instructions received from Chief Engineer / Second Engineer / Duty Engineer.

### **Training:**

- Received training for personal competence on technical matters & bunkering.
- Gained knowledge on matters of safety and pollution prevention from the First Assistant Engineer.
- Attained information on important manuals & filing system related to engine department.
- Managed reports on daily basis related to main engine & other machineries for proper management for reference in future.

### **Role and Responsibilities: Handled Engine Room as per the knowledge possessed by a junior engineer.**

- Attended team meeting and sharing best practice with colleagues.
- Updated PMS on PAL software Version 3.0 & 4.0
- Co-ordinated with Service technicians arriving on port.
- Assisted Second Engineer to manage engine room in maneuvering while arriving or departing from ports & sailing.

## **II.) Mavenvista Technology Pvt. Ltd. (January 2019- January 2020)**

### **2. Designation: Business Development Executive**

#### **Responsibilities during project:**

- Sourcing new sales opportunities through outbound calling and email interactions.
- Diligent follow-ups with inbound leads supported by subsequent email communications.
- Understanding customer scope and requirements to cater their pain areas.
- Routing qualified opportunities to the appropriate sales team for further development and closure by initiating appointments.
- Have a strong eye for research and ability to scout for new prospects, identify the key players in an industry and gather interest.
- Overcome objections of prospective customers by explaining the USP of the platform.
- Updating database on respective CRM.
- Achieve quarterly and annual sales targets.
- Assisting the Corporate Sales Lead for the online & offline demonstration.
- Manage and provide solutions to all issues related to customer satisfaction.
- Retaining professional attitude to deal with prospects, customers and staff members.
- Explain clearly and precisely features and advantages to prospects.
- Comply with all company policies for safeguarding client and related corporate proprietary details.

## Training:

- Attended entire initial training program regarding Procurement Digitizing platform.
- Participated in monthly sales review meetings to gather the feedback from all regions as well as discussing about the future potential leads.
- Gained knowledge on different market aspects related to their financial statements & annual revenue.
- Acquired knowledge related to purchase cycle of an organisation.

## III.) BYJU's- The Learning App (January 2020- Present)

### 3. Designation: Business Development Trainee

#### Responsibilities during project:

- Generating revenue by counselling prospects and converting them to sales.
- Converting free app users to paid users using emails, SMS and direct sales.
- Logging conversations had with prospects on CRM software.
- Explaining the importance of higher education and tools to be used to prepare for the process.
- Explaining BYJU's test prep and admissions consulting products.
- Answer questions about products/service and delivering to the need of the customer.
- Take and process orders in an accurate manner.
- To be a single point of interface for all customers till conversion.
- Coordinate with respective team for the product services.

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## SOFT SKILLS

- Ability to work in new and challenging environment.
- Willingness to work in groups and ability to lead group activities.
- Willingness to learn new concepts, ideas and use new technologies.
- Attitude to share information and new knowledge.
- Priority towards Innovation and Quality.
- Sound ability to work with multiple partners.

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## EDUCATIONAL CREDENTIALS

- ⇒ **GRADUATE MARINE ENGINEER** from **Vishwakarma Maritime Institute (70.61%)**.
- ⇒ **B.TECH (Mechanical)** from **Jaipur National University(64.51%)**.
- ⇒ **12<sup>th</sup>** from **C.B.S.E (70.40%)**.
- ⇒ **10<sup>th</sup>** from **C.B.S.E (81.66%)**.

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## IT SKILL SET:

- **Operating System:** Windows, Ubuntu.
- **Software:** Microsoft Office, Libre Office, Google Suite.

**PERSONAL VITAE**

<b>Father's Name</b>	Chandra Prakash Kungwani
<b>Date of Birth</b>	12 <sup>th</sup> October 1992
<b>Marital Status</b>	Single
<b>Nationality</b>	Indian
<b>Languages</b>	English, Hindi
<b>Additional Documents</b>	US VISA (C1/D), INDIAN CDC, LIBERIAN CDC, TESTIMONIALS FOR SEA SERVICE

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**Place:****Date:****ABHAY KUNGWANI**