

CURRICULUM VITAE



AMLAN PRAKASH MALLA

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OBJECTIVE:-

To secure a challenging position, where I can effectively contribute my skills as Mechanical Professional, possessing competent Technical Skills and importing all my skills and experience in company's best.

PROFILE:-

- Qualified B.E (Mechanical Engineering) from Government College of Engineering, Keonjhar, formerly Orissa School of Mining Engineering, Keonjhar, Odisha, Affiliated to Biju patnaik university of Technology, determined to carve a satisfying and successful career in the industry.
- Two year experience in TECHNICAL SERVICE DEPARTMENT (CMS) in "YUSHIRO INDIA PVT LTD" & "BLASER SWISSLUBE INDIA PVT LTD" & Two years & Five months experience as an EXECUTIVE-SALES & MARKETING at "TAIYO NIPPON SANZO INDIA PVT LTD" Formerly known as "MATHESON K-AIR INDIA PVT LTD".
- 1.5 years of experience as an Assistant Manager – Technical Services at GP Petroleums limited (IPOL) for North & East India & at present 13 months of running experience as Senior Executive – Technical Services at GULF OIL LUBRICANTS INDIA LIMITED for East India.
- Knowledge in Design, Production, Manufacturing, Sales, Business Development and 3D Modelling.

EDUCATIONAL CREDNTIALS:-

Courses	Discipline/ Specialization	School/college	Board/ University	Year of Passing	Percentage
B.Tech	Mechanical Engineering	Govt. College of Engg., Keonjhar	B.P.U.T.	2014	84.05%(cgpa of 8.905)
C.H.S.E.	Science	College Of Basic Science & Humanities, BBSR	C.H.S.E.	2010	82%
B.S.E.	H.S.C.	Pankapal High School, Pankapal	H.S.E.	2008	85.3%

EXPERIENCE:-

1. WORKED AT "YUSHIRO INDIA PRIVATE LIMITED" & "BLASER SWISSLUBE INDIA PVT. LTD." AS A TECHNICAL SERVICE ENGINEER (DEC 2014 – DEC 2016).
 - **COMPANY PROFILE**
A Swiss MNC – BLASER SWISSLUBE is serving the automobile manufacturing, steelmaking, and building-maintenance industries by supplying metalworking oils & fluids as well as floor-coating waxes worldwide.
 - **AMC PROJECTS HANDLED**

(a) Worked as Service & Application Engineer and handling industries like – **MSIL,GURGAON,HONDA SCOOTERS,RICO AUTOMOTIVE,AMTEK,etc.(DEC 2014 – DEC 2016)**

(b) Handling successfully ISO audits both External & internal (ISO 9001 & ISO 14000).

• **RESPONSIBILITIES**

(a) Business Development and retaining Current Customers.

(b) Providing Coolant Management Services to Customers under AMC.

(c) Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of savings on using our Products, sales support and sales.

(d) Proper execution of Purchase order, dispatch it on time and follow up for payment.

(e) Develop new Product trials for clients and maintain good relation with clients.

(f) Continuously monitoring other competitor's brands activities.

(g) Responsible for overall cost saving and smooth functioning of Customer's machine shop regarding any Coolants.

• **ACHIEVEMENTS**

(h) Business Development from 500 liter/day to 700ltr/day at by converting Competitors machines.

(i) Run New Product Trials at MSIL, Gurgaon, HONDA SCOOTERS, RICO AUTOMOTIVE, AMTEK, etc.

2. WORKING AT “**TAIYO NIPPON SANSO INDIA PVT LTD.**” AS AN EXECUTIVE-SALES AND MARKETING (**JAN 2017-MAY 2019**).

• **COMPANY PROFILE**

A Japanese MNC – TNSK is serving the automobile manufacturing, steelmaking, and building-maintenance industries by supplying INDUSTRIAL GASES as well as SPECIALITY GASES & all Supply Solutions.

• **AMC PROJECTS HANDLED**

(c) Handled Commercial Project at Many industries in **FARIDABAD/GURGAON/MANESAR/NOIDA/BAWAL/NEEMRANA,etc i.e. GT CARGO,KPC,METALORMERS,SPHEROS,YSM,EUROKON,KEIHIN,ORION,MSIL,KEIHIN,ISGEC,PRAVA Industries,SKH,MUNJAL SHOWA,ARJAN AUTO,TUV,JOHNSHON MATHEY** and much more.

(d) New customer project expansion like GT Cargo and much more.

• **RESPONSIBILITIES**

(j) Business Development and retaining Current Customers.

(k) Providing Gas Management Services to Customers under AMC.

(l) Goals set for centers month on month, maintaining relationship with target customers, customer service, ensuring high rate of savings on using our Products, sales support and sales.

(m) Proper execution of Purchase order, dispatch it on time and follow up for payment.

(n) Develop new Product trials for clients and maintain good relation with clients.

(o) Continuously monitoring other competitor's brands activities.

(p) Achieving Target timely and making new clients.

• **ACHIEVEMENTS**

(q) Developed new customers in notified Area and attending to all their problems.

(r) Run New Product Trials at definite Industries.

3. WORKed AT “**GP PETROLEUMS LIMITED - IPOL.**” AS A TECHNICAL SERVICE MANAGER (**MAY 2019 – DEC 2020**).

• **COMPANY PROFILE**

A UAE based company – GP PETROLEUMS LIMITED is serving the automobile manufacturing, steelmaking, and building-maintenance industries by supplying metalworking oils & fluids as well as floor-coating waxes worldwide.

• **AMC PROJECTS HANDLED**

- Worked as Assistant Manager – Technical Services and handling industries like – **ESCORTS, ACE, HERO MOTOCORP, SHIVAM, TAFE MOTORS AND OTHERS,etc.(MAY 2019 – DEC 2020)**

- Handling successfully ISO audits both External & internal (ISO 9001 & ISO 14000).

• **RESPONSIBILITIES**

- Performing and monitoring all trials

- Product development & recommendation

- Complaint handling & trouble shooting

- Product introduction & some part of new development

- Technical formats preparation

- Handling presentations & seminars at customer sites

- Sample testing guidance and co-ordination to marketing team

- Writing testimonials & theories and sharing same knowledge to team

- All kinds of support and joint effort in customer retention and new business development part as well

• **ACHIEVEMENTS**

- Successfully completed trials and concluded the same

- Complaint handling lead time reduced

4. WORKING AT “**GULF OIL LUBRICANTS INDIA LIMITED**” AS SENIOR EXECUTIVE - TECHNICAL SERVICE (DEC 2020 – RECENT).

- **COMPANY PROFILE**

A UK based company – GULF OIL LUBRICANTS INDIA LIMITED is one of the top 10 global lubricant giants manufacturing and serving the world with premium category products.

- **AMC PROJECTS HANDLED**

- Handled contracts at TATA STEEL, JINDAL INDIA, DALMIA, SHREE CEMENT and all.
- Handling successfully ISO audits both External & internal (ISO 9001 & ISO 14000).

- **RESPONSIBILITIES**

- Troubleshooting and complaint handling
- Product recommendation and successive trials
- New business developments through trials
- Data benchmarking and testimonial generation
- Regular touch with customers and distributors to align with them
- Handling distributor queries and responding to them
- Providing trainings and seminars to internal team as well as customer
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- **ACHIEVEMENTS**

- Trials and product establishment in a shorter duration of time.
- Benchmarking data and testimonials generated

TECHNICAL PROFICIENCY:

- (a) An effective communicator possessing excellent presentation & soft skills with honed marketing management, logical and problem-solving abilities.
- (b) Recognized for successfully meet targets, proficiently formulating and implementing budgets, building high-performing teams and nurturing fruitful relationships with customers

PROJECTS:-

Project on **Testing of thermal properties of “PINE WOOD” bio composite material.**

Role: VICE-LEADER

Description: In this project, we tested the thermal conductivity of pine wood dust along with epoxy resin which act as a binder. We tested the thermal conductivity that is how much heat can be conducted by the material at various temperature. Thermal conductivity is a part of heat transfer

TECHNICAL SKILLS

-CATIA, AUTOCAD&ROBOTICS

COMPUTER SKILLS

-MS WORD/EXCEL/POWER POINT/OFFICE

-C,C++

-BASE SAS

EXTRA CURRICULAR ACTIVITIES:

- (a) Worked as an Online Tutor.
- (b) Member National Service Scheme.
- (c) Member Bharatbloodbank.org.

SEMINARS:-

-SEMINAR PRESENTATION ON “**HYDROGEN WIRE CAR**”

PERSONAL PROFILE:-

Name: Amlan Prakash Malla

Father's Name: Antaryami Malla

Sex: Male

Address: S/O- ANTARYAMI MALLA, AT/PO-PANKAPAL, VIA-RAHAMA, DIST-JAGATSINGHPUR, ODISHA-754140

Marital Status: Single/Unmarried

Nationality: Indian

Hobbies: Singing, Playing Carom, Badminton & Cricket, Reading Magazines,etc

Strength: Determined, Optimistic, Innovative, Hardworking& Team Player.

D.O.B: 18th March 1993

Kolkata

AMLAN PRAKASH MALLA