

## **CURRICULUM VITAE**

### **Ashish Dixit**

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### **Career Objective** –

To attain the challenging career in electrical domain with the thorough understanding and scientific approach with practical orientation to problem solving. Strong communicator with prove track record in sales and management profile.

### **Educational Qualifications**

#### **Professional-**

- Completed MBA in Sales & Marketing stream from Uttar Pradesh Technical University, Lucknow.
- Completed Diploma in Computer application from Board of Technical University, Lucknow.
- Completed Post Graduation from Board of Technical Education, Lucknow.

#### **Academic-**

- Completed Graduation from Agra University, Agra.
- Passed 12<sup>th</sup> from U.P. Board with Science stream.
- Passed 10<sup>th</sup> from U.P. Board with Science stream.

### **Professional Experience**

- Worked with PME Power Solutions (India) Limited, Greater Noida from January 2012 to April 2016.
- Worked with SkipperSeil Limited, Gurgaon from May 2016 to June 2024.
- Currently Working in Yash Highvoltage Ltd., Vadodara from July 2024 to till date.

### **Previous Organization**

**SkipperSeil Limited**, the flagship company of the Group was established in year 1986 as a manufacturer of Power, Distribution Transformers, Instrument Transformers and other Sub-Station equipment in Bhiwadi, Rajasthan, India. Skipper has grown steadily over the last three decades and as of today is a conglomerate having manufacturing facilities in India, Middle East and Nigeria. Over the years the company has developed capabilities and experience in designing and manufacturing a range of oil filled Transformers. Currently having the capabilities of manufacturing the Power transformers up to 500 MVA, 765 KV class.

## **Job Responsibilities**

- Generate new enquiries from Government, private and Transformers Manufacturing companies, developing and finalizing orders. Duties include market development, co-ordination and developing the marketing strategies.
- Developing and maintaining client database.
- Handling Govt. Sector i.e. Railways, Power grid, EIL and PSU.
- Regular follow up with all renowned and leading Electrical consultants and OEMs.
- Responsible for cross examination complete estimation, electrical design and testing inspection.
- Time management and potential assessment for the given territory.
- Techno- commercial discussion complete jobs starting from order to execution including all sale tax form collection.
- Dealing with electricity boards for promotion of the sales.
- Conducting contract review of all orders which are book at plant as per our company commercial policy.
- Ensuring submission of Drawing, GTP documents etc. required for getting approval and manufacturing clearance.
- Collection of payments i.e. BOE acceptance etc.
- Developing new business opportunity for company with in the new market like Govt sector, power, Hydro, solar, paper and sugar industry.

## **Current Organization**

**Yash Highvoltage Ltd.** the independent and indigenous company was established in year 2002 as a manufacturer of Transformers bushings based in Vadodara, Gujarat. Company is approved regular supplier of bushing to discerning utilities in India such as POWERGRID, NTPC, GETCO, GSECL, Adani, NPCIL, Indian Railways, MPPTCL, APTRANSCO, UPPTCL, TANTRASCO, TSTRANSCO, WBSETCL, BSPTCL, JUSNL, RRVNL, HPPTCL, PSPTCL, PSPCL, OPTCL, DTL, MSETCL and many other. Also have executed supplies for the prestigious projects of above utilities through OEM like BHEL, Siemens, Atlanta, Transformer & Rectifier, Technical Associates, Bharat Bijlee Ltd, IMP Power Ltd, ECE, Voltamp, ABB, GE, Schnieder, TBEA, BTW, SkipperSeil Limited etc, since more than 22 years now.

## **Personal Traits**

- Strong and confident communication skills in any situation.
- Ability to lead the team towards achieving the targets.
- Ambitious and self-Motivated personality.
- Always keen to undertake new responsibility with challenges.

## **Key Strength**

- Great Team Work Abilities.
- Excellent Interpersonal Skills.
- Customer Relationship Management Skills.
- Efficient in time management and able to fulfill deadline requirements.
- Self Confidence, Practical to life & Smart Working.
- Leadership Quality and hard work.

### **Major Achievements**

- Achieved Target of 12 Crore in financial year 2013-2014 in PME Power Solutions (India) Limited.
- Achieved Target of 5 Crore in financial year 2017-2018 in SkipperSeil Limited.
- Achieved Target of 10 Crore in financial year 2021-2022 in SkipperSeil Limited.
- Achieved Award as a 10 Gm Gold Coin and got appreciation to complete target of 15 Crore in financial year 2023-24 in SkipperSeil Limited.
- Achieved Target of 10 Crore in financial year 2024-25 in Yash Highvoltage Ltd.

### **Linguistic Abilities**

- English and
- Hindi.

### **Hobbies**

- Play the Cricket.
- Listen the Music.
- Travelling.

### **Personal Profiles**

**Name** : Mr. Ashish Kumar Dixit  
**Date of Birth** : 04.04.1989  
**Father's Name** : Late Mr. Devendra Kumar Dixit  
**Gender** : Male  
**Marital Status** : Married  
**Nationality** : Indian  
**Permanent Address** : Heritage Height, Orchid Tower, B-102, Gaushala Road, Jalpura Sector-1, Greater Noida – 201 318 (U.P).

### **Declaration** –

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

**Date:**

**Place:**



**(Ashish Kumar Dixit)**