

MONDAL SHUBHAM SUBIR

mondalshubham24@gmail.com | +91-8320741994 | Ahmedabad

PROFESSIONAL SUMMARY

Engineering professional with diversified experience across **technical sales, application engineering, and production operations**. Proven track record in driving **front-end client engagement, site visits, and technical solution discussions**, while effectively bridging engineering and commercial requirements. Skilled in developing **techno-commercial proposals, evaluating project feasibility, and delivering customized industrial solutions** across global clients. Experienced in working across industrial equipment, automation, and recycling sectors.

SKILLS

Core Sales & Business Skills

- B2B Sales, Lead Generation & Pipeline Management
- Account Management & Customer Success
- Client Outreach, Negotiation & Deal Closure
- Proposal Writing & Commercial Coordination

Analytical & Technical Skills

- Market Research, Competitor Benchmarking & Pricing Analysis
- Sales Reporting & Forecasting (MS Excel, CRM tools)
- Export Process Understanding (Incoterms, Order Tracking)
- Product Knowledge in Industrial & Design-Tech Domains

Soft Skills

- Strong Communication & Presentation Abilities
- Cross-Functional Collaboration & Problem Solving Liaison
- Adaptable, Target-Oriented & Self-Motivated
- Continuous Learning & Quick Technical Grasp

TOOLS & PLATFORMS

CRM & Sales Tools: Zoho CRM, Salesforce, Odoo, Tracxn, Apollo, Crunchbase

Productivity: MS Excel, Word, PowerPoint

ERP & Planning: SAP, STERP

AI & Creative Tools: ChatGPT, Gemini, Grok, Gamma, Canva

EXPERIENCE

Fornnax Technology Private Limited | Sales & Application Executive | Dec – Present

- Led **front-end sales activities**, including client meetings, site visits, and technical discussions for recycling and shredding solutions
- Delivered **in-depth product presentations and solution explanations**, aligning customer requirements with suitable plant configurations
- Managed **70+ client interactions within 3 months**, driving active project discussions and inquiries
- Translated customer requirements into **techno-commercial proposals and application-based solutions**
- Coordinated with design, electrical, and production teams to ensure **technical accuracy and feasibility**
- Participated in **industry exhibition and seminars**, representing the company and engaging with potential clients
- Supported **commercial discussions and negotiations**, contributing to deal progression

Studio Carbon, Gandhinagar | Product Sales Executive (Business Development) | May – Nov 2025

- Lead **B2B demand generation** and manage the full sales lifecycle, from outreach to closure — across Branding, UI/UX, and Industrial Design services.
- Define **ICP segments** and build high-intent lead lists using an **ABM approach**.
- Execute **personalized multi-channel outreach** through LinkedIn, email, cold calls, and industry events.
- Generate and qualify MQLs and SQLs, contributing to a robust **sales pipeline** worth ₹32 lakhs / \$50k.
- Leverage **AI tools** to research leads, identify intent signals, and personalize messaging for better conversions.
- Collaborate with internal design, strategy, and branding teams to ensure smooth project handovers and delivery alignment.
- Represent Studio Carbon at **exhibitions and tech conclaves**, introducing capabilities and showcasing successful case studies.
- Tools & Tech Stack: Tracxn, Apollo, Crunchbase, Zoho CRM, Salesforce, Odoo

Erhardt + Leimer (India) Pvt. Ltd., Ahmedabad | Sales Executive | July 2021 – March 2024

- Managed **B2B industrial automation sales**, handling **100+ clients** across **six countries** and generating **₹6 Cr** in quarterly revenue.
- Acquired and expanded client base through **cold outreach, references, and in-person site visits**.
- Conducted on-site **data collection and analysis** to determine suitable products (Auto Guide, Load Cell, Stretcher systems).
- Collaborated with **Design and Engineering teams** to prepare proposal drawings and finalize technical solutions for client approval.
- Coordinated closely with **MRP, QC, and Production departments** to ensure smooth order processing and timely dispatch.
- Raised **Proforma Invoices**, tracked payment status, and followed up for **PBG (Performance Bank Guarantee)** and **ABG (Advance Bank Guarantee)** documentation with Finance.
- Handled **export coordination and High Sea Sales documentation** for overseas deliveries.
- Represented the company at **Paporex Exhibition (Noida, Delhi)** for outreach marketing and onboarding new clients.
- Mentored junior sales engineers to enhance client engagement and conversion efficiency.

NA Roto Machines & Moulds India, Ahmedabad | Production Engineer | Nov 2020 – July 2021

- Planned and managed **manpower allocation** across two divisions (Domestic & International clients).
- Oversaw **assembly operations** for large Roto Moulding Machines; including heating chambers, rotating stations, burner assemblies, and structural components.
- Conducted **inspection and operational checks** for mechanical assemblies to ensure optimal rotation, alignment, and safety.
- Coordinated with procurement, testing, and quality teams for timely assembly completion and machine dispatch.
- Supported process optimization and resource utilization to meet production schedules efficiently.

ATS Techno Pvt. Ltd., Ahmedabad | Production & Quality Control Engineer | June 2018 – Nov 2020

- Conducted **in-process and final quality inspections** and prepared detailed QA reports for precision-engineered components.

- Involved in **end-to-end production planning** including pre-inspection, lathe machining, grinding, grit blasting, and coating operations.
- Performed dimensional checks, hardness testing, and **surface roughness analysis** at every machining stage to ensure adherence to specifications.
- Oversaw **Hard Chrome Plating (HCP)** and **Tungsten Carbide Coating** operations and monitored coating thickness, surface finish, and post-coating tolerances.
- Coordinated with **Production, QC, Stores, and Accounts** departments to streamline workflow and maintain delivery timelines.
- Conducted inspections and follow-ups for **outsourced processes** like stress relieving, roll balancing, coating, and hardening.
- Performed **template and profile inspections** for rolls and **hydro components** (Pelton & Francis turbine runners, guide vanes, labyrinths) using **Die Penetrant and Magnetic Particle Tests**.
- Executed **corrugation roll profile testing** by doing flute inspection, diameter checks, and gauge-based validation.
- Created detailed **job cards in ERP software** for complete production lifecycle tracking, from inspection to coating and final dispatch.

FIAT India, Ahmedabad | Sales Executive | Apr – Aug 2017

- Assisted customers with product understanding and feature comparison across different car brands to enable informed decisions.
- Conducted **outdoor car displays and promotional campaigns** near banks, residential societies, and commercial hubs to increase brand visibility.
- Engaged potential buyers through **in-person demonstrations**, test drive coordination, and post-event follow-ups to maximize conversions.
- Provided technical and commercial guidance to prospective customers during the buying process.

EDUCATION

B.Tech, Mechanical Engineering | MVN University | 2016

TRAINING & PROJECTS

- Industrial training on Manufacturing of Stone Crusher Machine | (June-July 2014)
- Industrial training in Megha Roto Tech. Pvt. Ltd | (June 2015)
- Vocational Training at NTPC Limited, Kahalgaon | (July 2015)
- Project on Solenoid Engine | (Jan-May 2016)