

**Abhishek Arya**

**Email Id:** [abhishekarya726@gmail.com](mailto:abhishekarya726@gmail.com)

**Phone #:** +91 9461970228

---

### **Objective:**

To work in a dynamic professional environment with a growing organization and utilize my creativity and innovative thinking for the benefit of the organization and my own professional development.

### **Employment History:**

#### **Techno Commercial Sales Engineer :**

##### **April 2019 – Present at Terrain Infratech - Gurugram**

- Managing all the business development related activity of the company.
- Meeting with Various Clients , Consultants , Government Department Authorities like PWD and Railways.
- Doing visits of Multiple Highway projects at their early stage of construction.
- Trying to get work related to our Geosynthetic sector of Slope Protection and RE wall.
- Product related sales of Geocomposite, Geo-cell , Coir mat , Gabion Box , Non woven Geotextile to multiple clients of Roadways , Railways , Waterways.
- Handling the running projects & Prepare working methodology of geo-synthetic products.
- Hitting new projects where Geosynthetic products are used and sale them on good margin.
- Finding our work related scope from technical schedules of Projects.
- Handling a high volume of customer enquiries whilst providing a high quality of service to each caller.
- Effectively communicating with customers in a professional and friendly manner.
- Meeting with Clients & Explain them all technical aspects.
- Prepared Sales Funnel, proposals and letters.
- Document daily activities including call notes, sales leads and follow up activities
- Generating leads by cold calling , finding new opportunities for business development.
- Coordination of Slopes and RE wall Projects with higher authorities of client.
- Follow up for proper execution of work at site and taking daily DPR from site engineer to achieve our goal.
- Payment follow up with clients.

#### **Current Position - Senior Techno Commercial + SALES Engineer**

Last financial year - Business given to company 2.31 Cr

My this year target is - 5 Cr till now I have completed 1.35 Cr

## Assistance Professor in BKIT KOTA Rajasthan

- Teaching RCC, Survey , Water Treatment & Waste Water Treatment
- Assist Practical in Survey lab, Concrete lab

### Educational Details:

- Masters of Technology (**M.Tech.**) in Environmental Engineering from RTU UTD Kota Rajasthan.
- Bachelor of Technology (**B.Tech.**) in Civil Engineering with 69.83% from MAIIT, Kota Rajasthan 2016.
- **XII** – 69% from CBSE Board in 2012
- **X** – 72.2% from CBSE Board in 2010

### Key Projects

- Munabao Tanot Road Project -Slope protection by using Geocell with PCC works.
- Installation of drainage composite in Culvert.
- Jaipur Ring Road - Geocell with PCC on 1m on both sides of chute drains.
- Khajhuwala Bap highway - Slope protection using with Geocell with Moorum works and construction of chute drain by using Geocell.
- NH-02 and NH-32 Road project in the state of Jharkhand - Slope protection works by using Coir mat and mixed grass seeds.
- Paniyala mor to narnaul road project - Construction of Geocell chute drain at interval of 20 m
- Package 8 road project seehma- Construction of chute drain and slope protection work with Coir mat and loose grass.
- Ateli to rewari road project - Slope protection work on partial slopes.

### Technical Skills

- **AutoCAD**
- **Geosynthetic Material testing certificate from NPTEL**

### Computer Skills

- **Softwares:** C language .
- **RSCIT** done with 76%

### Personal Details:

Marital status : Single  
Father's Name : Mr. Yogender Arya  
Language Spoken : Hindi, English  
Permanent Address : H.No.200, Upasana ,Dadwara Kota Rajasthan.

### Declaration:

I hereby declare that the above mentioned particulars are true to the best of my knowledge.

**DATE:**

**Abhishek Arya**