

AJAY H DAS

Business Development Manager & Creative Head

Professional Business Developer with more than ten years of experience in the business development processes. Involved in conceptual design, product testing, management, and development of new business opportunities.



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📍 Trivandrum

🌐 [linkedin.com/in/ajay-das-5b954564](https://www.linkedin.com/in/ajay-das-5b954564)

WORK EXPERIENCE

Business Development Manager & Creative Head

Networkz Systems [🔗](#)

06/2018 – Present

Thrissur, India

Technology Training Company

Achievements/Tasks

- Successfully developed INR 21 Lakhs revenue with a new center in 2 years and successfully achieved the project scheduled goals with 17 new MOU signups.
- Developed and implemented new marketing and sales plans and defined the strategy for the next 2 years.
- Reviewed constantly the customer feedback and then suggested ways to improve the processes and customer service levels.
- Ensured that new clients will grow into a loyal customer base in a specialist niche market by implementing a new loyalty program.

Contact: Alagar Rajan (Executive Director) – +919249596921

Head of Mechanical Engineering Department

Noratel Power Components [🔗](#)

04/2014 – 04/2018

Trivandrum, India

Global manufacturer of Transformers and Reactors

Achievements/Tasks

- Planned, supervised, and coordinated daily activity of Mechanical Engineering department of Noratel Germany and California.
- Improved the communication with the Marketing department to better understand the competitive position.
- Managed the audit programs and BOM preparation.

Contact: Reinhold Sundermann (Noratel Germany) – +491741900525

Senior Mechanical Design Engineer

Penn Engineering Lab

07/2011 – 02/2014

Cochin, India

Achievements/Tasks

- Designed and draft of various fixtures of automobile parts, lighting fixtures, and LED lightings.
- Planned, supervised, and coordinated daily activity of 6 junior engineers.
- Client: Toyota Tsusho, New York.

Contact: Stalin (Operations Manager) – +919048614669

Mechanical Engineer

Cadd Center

07/2010 – 11/2011

Trivandrum, India

Achievements/Tasks

- Trained students & corporate companies various Mechanical software.
- Took presentations in colleges & companies.

Contact: Sivakumar R – +919249000400

SKILLS

SEO



Public Speaking



Negotiation



Team Work



Decision Making



Research & Strategy



Sales & Marketing



Google Analytics



Motion Graphics



Kinetic Typography



Adobe After Effects



Adobe Premier Pro



Adobe Illustrator



Adobe Photoshop



Solidworks



Inventor



EDUCATION

Bachelor of Technology in Mechanical Engineering

University of Kerala

08/2006 – 04/2010

60 Percentage

LANGUAGES

English



Malayalam



Hindi



Tamil

