

ABHISAR SRIVASTAVA

Sales & Marketing Leader with 18+ years experience in Domestic & Export market for Automotive & Industrial segment.



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📍 Woodsville Phase I, Moshi, Pune - 412105

EXPERIENCE

Head - Sales & Marketing

AKAR Auto Industries Ltd

📅 07/2019 - 12/2019 📍 Aurangabad, IN

Product: Forgings & Precision Machined components

- Heading Sales & Marketing by taking care of complete P&L with a team of 5 people for Automotive & Industrial OE customers.
- CUSTOMERS HANDLED
- VECV, Ashok Leyland, Sanjeev Auto, Scamount (South Africa), BPW (Germany), ADR (Germany), Marathwada, RSB, Force Motors, MSL,

General Manager - Sales & Marketing

Kalyani Forge Ltd

📅 06/2018 - 04/2019 📍 Pune, IN

Product: Forgings & Precision Machined components

- Heading Sales & Marketing by taking care of complete P&L with a team of 9 people for Automotive OE customers.
- Growth initiator for Defense, Wind & Pump segments.
- CUSTOMERS HANDLED
- TML, VECV, DICV, Ashok Leyland, MBT, Scania, GKN, VTL, JCB, Cummins, Hero MotoCorp, Honda Two Wheelers, CTT (USA), Linamar (Canada), FUSO (Japan), Lamborghini (Italy)

Senior Manager - OE Sales

Sundaram Brake Linings Limited (TVS Group Company)

📅 11/2016 - 05/2018 📍 Pune, IN

Product: Brake Linings & Clutch Facings

- Heading the OE Sales vertical with a team of 4 people for pan India.
- Also having added responsibility of "After Market" sales for West zone.
- CUSTOMERS HANDLED
- TML, VECV, DICV, Ashok Leyland, MBT, Scania, Brakes India Ltd., Setco, Mando, TVS Motors, AP Clutches, Exedy, After Market through Dealer Network.

SKILLS

Customer Relation Management

Market Analysis/Intelligence

Business Planning

New Business Development

Talent Management

Product Marketing Strategy

Six Sigma

"SOB" & "SOW" Management

"QCDMS" Parameters

Program Management

Forecast Analysis & Scheduling

Product Costing

Key Account Management

LANGUAGES

English

Native



Hindi

Native



EXPERIENCE

Sales Manager - Heavy Truck & Axles

Timken India Limited

📅 02/2012 - 03/2015 📍 Bangalore, IN

Product: Bearings & Drive products

- Taking care of Forecasting, Scheduling, Dispatches & New Product development with a team of 2 people for Heavy Truck & Axle manufacturers.
- CUSTOMERS HANDLED
- Tata Motors, Ashok Leyland, Volvo Eicher, MNAL, Scania, Kamaz Vectra, Daimler India, Meritor, DANA India, Spicer India, CNH, TATA Hitachi, Cummins India.

Manager - Business Development

Spicer India Ltd

📅 04/2008 - 02/2012 📍 Pune, IN

Product: Axles & Drive Shafts

- Taking care of Forecasting, Scheduling, Dispatches as per JIT & New Product development for Key Commercial Vehicle & Passenger Vehicle OEMs'.
- CUSTOMERS HANDLED
- Tata Motors, Ashok Leyland, Volvo Eicher, MNAL, Daimler India, Force Motors, General Motors for OE & OES sales.

Area Sales Manager

LML Limited

📅 07/2002 - 04/2008 📍 New Delhi

Product: Two Wheelers & Spare Parts

- Handling the Sales, Warranty Claim settlement, Dealer personals training and Product promotion activities for "Authorized Dealer" Sales & Service network.
- CUSTOMERS HANDLED
- LML Dealers in East and Central Uttar Pradesh.

EDUCATION

B. Tech in Mechanical

Agra University

📅 1998 - 2002

GPA

73.5 / 100

XII - PCM

U.P. Board

📅 1996 - 1998

GPA

76 / 100

X - PCM

U.P. Board

📅 1994 - 1996

GPA

88 / 100

LANGUAGES

French

Beginner

