



OJASVI MALIK

About Me

To seek a role in a company that offers chances to enhance skills, knowledge, and grow aligned with organizational goals.



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122001

LANGUAGE

- English
- Hindi

EXPERTISE

- Innovative and strategic
- Active Listener
- Excellent Motivator
- Effective Delegator
- Coaching Mindset
- Communicate Clearly
- Boosting and push-up quality
- Productive Mind Set
- Focused on goals
- Time management
- Leadership
- Emotional Intelligence
- Adaptability

EXPERIENCE

MIRACLE PRINT PACK PVT. LTD.

Production Supervisor (OFFSET)

August 2017 - September 2018

Worked as production Supervisor to handle the manpower smoothly.

DAIHAN INKS KOREA Techno

Commercial executive

March 2018 - January 2020

Worked as a sales executive in the consumable section i.e. Inks/Coatings and others.

SPINKS INDIA PVT. LTD.

Team Leader (Sales)

February 2020 - Present

Working as a Team Leader in sales for screen and pad printing ink machines and consumables.

EDUCATION

Guru Jambheshwar University of Science & Technology, Hisar(Haryana)

B.TECH (Printing Technology) , May 2017

I had completed my B.Tech in May 2017 with 6.19 G.P.A.

Senior Secondary Education, May 2013

New Lahoria Sr. Sec. School, Hisar (Haryana)

I had completed my senior secondary education (P.C.M.) from C.B.S.E. Board with 66.7%

OTHER EXPERIENCE

4 Weeks Training in a Gravure printing organisation named as Vidya polymer Pvt. Ltd., Noida .

6 Weeks Training at Dainik Jagran, Hisar

OJASVI MALIK

WORK EXPERIENCE

EXPERTISE

- Manpower Management
- Technical Consultation
- Operational Support
- Process Expertise
- Personalized Trials
- Color Proficiency
- Printing Quality Assurance
- Issue Resolution
- Printing Techniques
- Ink Flow Management
- Quality Control
- Specialized Anilox Development
- Team Leadership
- Goal Setting
- Training Implementation
- Global Client Management
- Innovative Product Development

HOBBIES

- Dancing
- Reading
- Exercising
- Cooking
- Travelling
- Watching motivational videos
- Playing Cricket

WORK EXPERIENCE

Production Supervisor (OFFSET)

MIRACLE PRINT PACK PVT. LTD.

August 2017 - September 2018

- Served as a Production Supervisor, ensuring efficient manpower management.
- Executed jobs with meticulous planning, optimizing time and labor resources.
- Proficiently matched and approved ink shades as per client requirements.
- Provided technical support to machine operators, offering precise dampening solutions with pH and conductivity control.
- Possessed technical familiarity with Flexo and Gravure setups for specialized job runs.
- Conducted personalized trials for inks, chemicals, and consumables to enhance product quality and productivity.
- Expertise in color matching and utilization of Spectrophotometer for precise delta value assessment.
- Comprehensive understanding of the roles of blankets and plates in ensuring printing quality.
- Proficient in troubleshooting printing issues like Dot gain, Ghosting, and Smudging.
- Experienced in UV Flexo printing for labels and packaging, discerning differences from Gravure/Offset processes in terms of Cost and Quality.
- Ensured low viscosity of Flexo Ink for optimal ink flow properties.
- Verified substrate adhesion on flexible materials prior to production to minimize rejections.
- Ensured Anilox roller's condition met quality standards as a critical component in achieving excellent Flexo prints.
- Developed specialized Anilox for UV Flexo, considering cell volume, geometry, and screen size to optimize UV curing ink transfer.
- Managed a machine with a single doctor blade, enhancing ink delivery for superior print quality.

Techno Commercial executive

DAIHAN INKS KOREA

March 2018 – January 2020

- Held the position of Sales Executive within the consumable segment, specializing in Inks and Coatings.
- Successfully expanded the customer base across diverse regions including Mumbai, Ahmedabad, and Rajkot.
- Provided comprehensive technical and commercial assistance to clients, fostering strong rapport.
- Cultivated and maintained robust customer relationships, bolstering consistent business growth.
- Demonstrated proficiency in machine technology during ink trials at customer sites, streamlining operations.
- Diligently recorded daily sales data and executed tasks to facilitate innovative sales strategies.
- Collaborated effectively within team dynamics, while also achieving targets autonomously.
- Contributed significantly to company growth through a blend of technical expertise and relationship-building.

WORK EXPERIENCE

Team Leader (Sales)

SPINKS INDIA PVT. LTD.

February 2020 - Present

- Holding the position of Team Leader, overseeing sales activities for screen and pad printing ink machinery and consumables.
 - Successfully initiating and nurturing new business ventures while ensuring their sustainability through enhanced service quality and rapid responsiveness.
 - Guiding a team of 7-8 members, imparting valuable insights into effective customer service strategies and fostering strong client relationships.
 - Establishing ambitious sales targets and motivating the team to exceed these objectives, fostering a culture of driven performance.
 - Implementing comprehensive training programs covering CRM, leads generation, and conversion techniques to enhance team proficiency.'
 - Carefully monitoring team performance metrics and providing meticulous reports to ensure transparency and continuous growth.
 - Cultivating a collaborative and high-performing team environment, boosting team morale and encouraging excellence.
 - Managing technical trials with expertise, offering support to achieve successful outcomes in printing processes.
 - Collaborating closely with the development team to ideate and introduce new products aligned with market demands and innovation.
 - Assisting clients in optimizing cost-efficiency through product usage, enabling favorable negotiations.
 - Engaging with global brands through persuasive presentations to showcase the value and innovation of our product offerings.
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DECLARATION

- I hereby declare that all the information given above about me is true to the best of my knowledge and belief.

Place :

Date :

[OJASVI MALIK]