Curriculum-Vitae

Pankaj Nageshwar

74, Post-Graduate Men's Hostel, University of Delhi, Delhi, 110007

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Summary

Looking for a full-time trainee position in the prestigious institution that offers to utilize my Librarianship and Engineering skills by giving greater responsibilities, increased benefits for my family, and the opportunity to help the academic institution advance efficiently and productively.

Academic Qualifications

Course Name	University/ Board	Place	Year of Passing	Marks Obtained
M.L.I.Sc.	University of Delhi (DU)	New-Delhi	2025	Result Awaited
B.L.I.Sc.	Devi Ahilya University (DAVV)	Indore, M.P	2024	80%
PGDCA	Makhanlal Chaturvedi University	Bhopal, M.P	2024	69%
B.Tech (Mech. Engg.)	Rajiv Gandhi University (RGPV)	Bhopal, M.P	2017	70%
Senior Secondary (XIIth)	M.P. State Board	Bhopal, M.P	2013	81%
Secondary (Xth)	M.P. State Board	Bhopal, M.P	2011	85%

Academic Projects:

Completed academic dissertation on "**Mapping the landscape of Information Literacy: A Systematic Review using PRISMA**" under the superviser Prof. Margam Madhusudhan (DU).

Previous Work Experiences:

Ceasefire Industries Pvt Ltd - Area Manager- Sales, Indore, India **01/2023 – 31/2024**

- Developed and implemented strategic sales plans to accommodate corporate goals.
- Conducted field rides with sales personnel to provide in-the-field coaching and training.
- Identified prospects to foster growth for new business partnerships to build pipelines.
- Utilized CRM software to maintain records of customer activities and networking opportunities.
- Determined price schedules and discount rates.
- Conducted employee training sessions for process-specific tasks.
- Explained goals and expectations required of trainees.
- Negotiated contracts with clients for desired training outcomes, fees or expenses.

Efficient Connection Infra Ltd - Mechanical Engineering,Indore **12/2021 - 01/2023**

- Demonstrated product features to align with customer needs.
- Visit different Govt. officials i.e PHE, UADD, UDCL etc dept on regular basis.
- Maintain regular follow-ups with dept. for upcoming projects and forecast sales and achieve them.
- To meet govt. contractors and demonstrate about upcoming projects.

Sharma & Associates Firetech Pvt. Ltd - Executive Sales Engineer,Indore **07/2021 - 11/2021**

- Daily field visit to identify potential High-Rise Buildings, commercial apartments and industries where fire hydrant systems can be installed.
- Preparing Daily Sales Report (DSR) and maintaining them regularly.
- Give the leads to management to close the deal.

Other Skills:

AutoCAD | Data Management | Python (Beginner) | Problem solving
Informational Professional | Microsoft Word, Excel and PowerPoint
Interpersonal skills | Leadership Ability | Team Player
Wordpress Website | Digital LMS | KOHA

Interest and Certification

- Participated in Training Programme on AutoCAD conducted by IGRT, Indore, 2015.
- Secured 4th position in “ROBOTICS” organized at CDGI, Indore,2015.
- Secured 2nd Position in Chess tournament organized in our college,2014.
- Secured 1st Position in Chess tournament organized in our college, 2015.
- Attended seminar on “INDUSTRIAL SAFETY” organized in our college.
- Actively Attended “Entrepreneurship Development Camp”

Family Background

Name	:	Mr. Pankaj Nageshwar
D.O.B	:	02- Feb-1995 | 30 yr.
Marital Status	:	Unmarried
Father's Name	:	Mr. Umesh Nageshwar | Transportation work
Mother's Name	:	Smt. Savitri Nageshwar | Homemaker

Declaration

I hereby declare that all the details mentioned above are in accordance with the truth and fact as per my knowledge and I hold the responsibility for the correctness of the above-mentioned particulars.



Date: 12/06/2025

Pankaj Nageshwar