

# Gireesh Krishna Kadimi



 Gireesh Krishna Kadimi  
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## TRAINING & CERTIFICATIONS

- AUTO CAD  
GCS INSTITUTION, 2013
- STAAD PRO  
GCS INSTITUTION, 2013
- Advanced Business Development: Communication and Negotiation  
Linkedin, 2020
- Avoiding Disputes in the construction industry  
Constructing Professional Development (CPD) Ltd, 2020
- Construction Planning & Methods for High Rise Buildings  
Indian Concrete Institute, CET Student Chapter, 2020

## SKILLS

- Team oriented and results-driven.
- Project Management.
- Public Relations.
- Convincing Skills.
- Negotiation Skills.

## COMPUTER PROFICIENCY

Windows

Mac O

Ubuntu

AUTO CAD

MS OFFICE

MS EXCEL

PRIMAVERA

## TECHNO COMMERCIAL ENGINEER

### PROFILE • ABOUT ME

Civil Engineer with 8 years of experience in Techno Marketing(Grey & White Cement Allied Products), Roads & Building Works.

- 1.Proven sales experience in Building material industry.
- 2..Proficient in BOQ preparation, Cost Estimates, Rate Analysis as per approved specs.
- 3.Knowledge in all Finishing Activities and MEP Related works in Commercial Buildings.
- 4.Expert in Building Execution Works.
- 5.Having 3 Years of Experience in Technical Services in the Cement industry.
- 6.Quality Control Works Supervision Before and After Concreting.
- 7.Knowledge in Road Works Especially Highway Projects.
- 8.Highly flexible and capable of learning new methodologies.
- 9.Team player with good interpersonal skills and the ability to work in critical situations.
- 10.Good Knowledge in Grey and White Cement.

### EDUCATION

- **High School** Completed  
AFDT HIGH SCHOOL  
ANDHRA PRADESH STATE BOARD – Marks 91%  
RAZOLE, Andhra Pradesh  
Apr 2007
- **MPC, Intermediate** Completed  
NARAYANA JUNIOR COLLEGE  
ANDHRA PRADESH INTERMEDIATE BOARD – Marks 90%  
VIJAYAWADA, Andhra Pradesh  
Apr 2009
- **CIVIL ENGINEERING, Bachelor of Engineering / Bachelor of Technology** Completed  
ANU COLLEGE OF ENGINEERING AND TECHNOLOGY  
NAGARJUNA UNIVERSITY – Marks 69%  
GUNTUR, Andhra Pradesh  
May 2013
- **CONSTRUCTION MANAGEMENT, Master of Engineering / Master of Technology** Completed  
ARISTON SCHOOL OF BUSINESS STUDIES  
Marks 75%  
KOCHI, Kerala  
Jul 2016

### WORK EXPERIENCE

- **TECHNICAL COMMERCIAL ENGINEER** Nov 2018  
JK CEMENT LIMITED  
VIJAYAWADA, Andhra Pradesh  
- Current
  - Achieve sales target assigned by management with the support of Channel partners & Key projects.
  - Handling 5 Major districts in Andhra Pradesh(Krishna, Guntur,West Godavari,Prakasham & Nellore).
  - Monitoring key projects and collecting payments from them and also support channel partners.
  - Monthly giving nearly 15 lakhs per month business to management through VAP products.
  - Support customers in the development of marketing strategies for cementitious products.
  - Work with customers, promotional activities and training.
  - Troubleshoot and handle customer quality-related complaints.

## LANGUAGES

English

Hindi

Telugu

Malayalam

Tamil

## PERSONAL INTERESTS

- Playing cricket and shuttle

## PERSONAL INFORMATION

### Birthday

24/08/1992

### Gender

Male

### Marital Status

Married

### Father's Name

Mr. K VENKATA SATYANARAYANA  
MURTY

### Nationality

Indian

### Passport

R7876433, Expires 12/24/27

- Support market managers on technical issues related to marketing multiple product lines.
- Develop a strong contact base with customers, trade associates, architects, engineers and government departments.
- Provides training and education for customers and employees.
- Attends operational meetings and participates in strategic planning.
- Represents the department at regional and national industry conferences and trade exhibits.
- Prepares a variety of status reports, including trends in the territory, upcoming events, closings, follow-up, and adherence to goals.
- Reports on special developments, information, concerns or feedback gathered through field activity.
- Dealing with White Cement allied products like JK WallmaxX(White Cement based wall putty), JK ShieldmaxX(Universal Waterproof putty), JK LevelmaxX(Coarse Putty), JK PrimaxX(White Cement Based Primer), JK GypsomaxX(Premium gypsum plaster), JK PlastomaxX 90(Perlite based lightweight gypsum plaster), JK LevelmaxX Plus(White cement based self curing mortar), JK BondmaxX(Bonding Agent) & JK TilemaxX(Tile Adhesive, Premium Epoxy Grout and Premium Cementitious Grout).

### TECHNO COMMERCIAL ENGINEER

AMBUJA CEMENT LIMITED  
NIZAMABAD, Telangana

Mar 2017

- Oct 2018

#### Techno Marketing

- Create awareness in the market about the products
- Achieve area targets with coordination of market team
- Handling two districts to support Grey cement sales

#### Technical Presentations:

- Given Technical presentations to the Government bodies like Telangana police Housing, R&B, etc
- Give technical presentations to the Architects, Engineers, Contractors, Supervisors.

#### Sampling:

- Execution of samples and give technical details to the site persons.
- Coordinate with the marketing team and take a follow-up of the site.

#### Training Programs:

- Give training to the Engineers, Architects & Contractors.
- On-site training to the Engineer, contractor, Foreman, Applicator, masons, painter and educate them for application as per the requirement.
- Application & Technical demonstration of products on sites.

#### Meetings:

- Architect meetings, Engineers meeting, Contractors meeting, Supervisor meeting, Mason Individual house builders meeting, Painters meeting.
- Society (CHS) meetings.

#### Complaint Handling:

- Attending complaints related to the products and resolve it.
- Maintaining the record of all the complaints in a systematic manner.
- Revert to the marketing team.

#### Documentation:

- Filing all the records of samples, Training program logbook forms.
- Month-wise updates a datasheet of samples & training.
- month wise maintain the record of meetings.
- Maintaining the record of Masons and painters.
- Maintaining the record of customer care enquiries from phone and web.

#### Reports:

- Preparing Site report
- Inspection report
- Complaint report
- Weekly report
- Monthly report

#### Billing:

- Generating bills for Authorised Builders, contractors and Channel partners.
- Giving nearly 10 lakhs per month bussiness to management through channel partners and key projects.

### Business Development:

- Finding out the contractors and educate them for the application of our product and make them Authorised applicator.
- Visiting Other locations for product development and helping local team members.

### JUNIOR ENGINEER

NCC LIMITED  
KOCHI, Kerala

Feb 2014  
- Feb 2017

- Labor management and Labor Distribution (carpenters, bar benders, masons, unskilled laborers) to various work areas.
- Monitoring & planning of daily activities like Leveling, Constructing activities, Alignment, bar bending schedule, post concreting works. Executed Major Rooms Like **Brach therapy & Linac Radiation** Rooms with 20°C Temperature Concrete.
- Execution of finishing works: Blockwork, Plastering, Water Proofing, Tiling, Marble Flooring, Painting, Door and Window and Metalworks as per **NCC** standards.
- Preparation of procurement plan in coordination with procurement department, ensure timely delivery of material at site. Executed some **MEP Related works** in the Building (MEP Coordination is Included in our scope).
- Manage day-to-day operations of concrete batch plant and materials testing laboratory.
- Maintain a positive work atmosphere by acting and communicating in a professional manner with customers, co-workers, and supervisors.
- From excavation of pile caps to terracc waterproofing i am completly involved in this project works.

### SITE ENGINEER

GAYATRI PROJECTS LIMITED  
INDORE, Madhya Pradesh

Jul 2013  
- Jan 2014

- Execution part on Paving Quality Concrete (PQC) , Dry Lean Concrete(DLC),Crash barrier, Kerb and Rcc work for crash barrier etc
- Labor management and Labor Distribution (carpenters, bar benders, masons , unskilled labors) to various work areas
- Preparing running account bills for contractors
- Ensuring the resources available on right time
- Making of Bar Bending Schedule
- Using Auto level for giving levels and checking Machinery alignment.

## CAREER HIGHLIGHTS

- Get the approval from the R&B Government department to supply our materials for all over AP,
- Supplied more than 600 mt wall putty for 3 key projects in the span of 3 months(Samruddhi Nexa, North East Infra & Sai Bharathi Homes) at Vijayawada & Guntur Cities.

## EXTRA CURRICULAR ACTIVITIES

Given ppt presentations to construction leaders on value-added products related to White cement & Grey cement

## PROJECTS

### Project

Period:

### LAKESHORE HOSPITAL PROJECT

February 2014 - February 2017

Project Type:

HOSPITAL PROJECT

**Title : Lakeshore Hospital Building Phase-II(Cancer Treatment)**

**Cost of project : Rs. 55 Crores**

**Type of Building : 2 Basements+G+11 100 Bedded Hospital Building.**

**Status : Completed**

**Project****SIX LANING ROAD OF INDORE-DEWAS SECTION OF NH-3**

Period:

July 2013 - January 2014

**Cost of project : Rs. 250 Crores****Project Involves : 8 Flyovers and 2 Toll Gates which covers 70 kilometers****Type of Roads : Paving Quality Concrete Roads & Dry Lean****Concrete Roads Status : Completed** **DECLARATION**

I, Gireesh Krishna Kadimi, hereby declare that the information contained herein is true and correct to the best of my knowledge and belief.

Vijayawada, Andhra Pradesh

*K. Gireesh Krishna*

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**Gireesh Krishna Kadimi**