

Chandi Pratap Singh

(He/Him/His)  <https://www.linkedin.com/in/chandi-pratap-singh-34b56923>



Summary and Goal

Technical experience of 10+ years in Digital Manufacturing, PLM, and Analytics solutions with experience in MCAD and AEC industry having an exposure of Techno-commercial roles with a consultative approach by means of effective communicator and moral relationship building, interpersonal skills with social intelligence. Seeking interesting and competitive assignments in advance technologies for growth and support functions with an organization of a high reputed.



Work History

2022/11 – Present

Technical Specialist- PLM

TECHNIA UK, United Kingdom

- Engaged in pre-sales activities for 3DEXPERIENCE, CATIA, and SIMULIA software suites, adeptly articulating technical capabilities and benefits to prospective clients.
- Provided comprehensive support to clients during the implementation phase, offering tailored solutions and troubleshooting, training assistance to ensure smooth integration of 3DEXPERIENCE, CATIA, and SIMULIA into their workflows for both renewals and upselling.
- Collaborated closely with sales and DS teams to gather feedback from clients, contributing insights for product enhancement for a reputed F1 racing team.

2017/01 – 2021/08

Senior Support Engineer- DFMA Solutions

HCL Technologies Limited, India

- Pre-sales and technical support responsibilities of DFMPPro for OEMs in Aerospace & Defense, Marine & Offshore, High-Tech, Medical, Transportation & Mobility, Oil and Gas, HVAC and MEP clients from Europe and Asia Pacific following an agile driven. Providing support to Design, Quality, Manufacturing teams.
- Providing consultative selling and support to HVAC customers like Carrier, Whirlpool in planning layouts, Design for Manufacturing and Assembly (DFMA) solutions and assists design team in selecting those best suited to their SQCD needs in manufacturing processes like Additive Manufacturing, Sheet Metal, Injection Molding, Casting, 3D printing by performing Root Cause Analysis (RCA), Performing Proof of Concepts for providing Design and Analytical improvements to Subject Matter Experts.
- Performed to achieve 100% customer satisfaction for 3 consecutive years with appreciations received from APAC and Europe prospects and clients for getting annual renewals of DFMPPro subscription.

2014/05 – 2016/12

Technical Manager -CAD

Gräbert Software India Private Limited, India

- Presales (OEM Client End Demos, Webinars, Lead Generation, Technical write-ups) & Sales support role (Technical Support, Training, Troubleshooting,) activities for Graebert CAD Solution for AEC, HVAC and MEP, Oil & Gas industries. Preparing, RFQs, RFIs, tenders for customers of SaaS and PaaS subscription.
- Established & account management in collaboration with channel partners in West India and received appreciation letter of customer satisfaction from various clients on Training, Technical support, and outstanding performance within organization. Working with Design Engineering team on NPI.

2013/03 – 2014/05

Application Engineer -PLM

EDS Technologies Private Limited, India

- Technical Support, Troubleshooting, Maintenance, Training, part-Customization activities for Dassault Solutions- ENOVIA V5, CATIA V5 & V6 (Product Design, GD&T, Surface, 3D Piping (HVAC) and Digital Mock-up Kinematics), Abaqus, 3DVia and a fair exposure of DELMIA.
- Defining business strategies to market a wide range of products for accomplishing sales & profit targets. Involved in Sales and Tendering projects plans for SaaS modules
- Responsible for demos, projects, and training on FSI solutions, casting simulation solutions.
- Successful deployment, training and support of CATIA, ENOVIA for a defense project

2011/07- 2013/02

Application Executive- CAD

HOPE Technologies Private Limited- An Adroitec Group Company, India

- Handling marketing & sale operations for achieving pre-set goals & market development efforts for ZWCAD, PTC Software and solutions.
- Implementing competent business strategies to market a wide range of products for accomplishing sales & profit targets. Involved in effective documentation of Proposals RFPs, RFQs and RFIs.
- Interfacing with key clients for mapping requirements, making presentations, and delivering need-based product solutions.
- Achieved the target of 25000 GBP (approx.100 licenses) in 2 months.



Education

2021/09 – 2022/08

Advance Manufacturing System and Technology (MSc.)

University of Liverpool - Liverpool, UK

- Awarded First class, Distinction.
- Project-Evaluation of shapes and textures manufactured by 3D printing with Ultimaker Cura.

2016/07 – 2017/07

Sales And Marketing Education (Ex. MBA)

TATA Institute of Social Sciences - India

- Awarded First Class, Distinction.

2006/07 – 2010/07

Mechanical Engineering (B Eng.)

University of Pune - India

- Received 2:1 in Final Grade



Publication

- Design for Additive Manufacturing Guidelines: <https://dfmpro.geometricglobal.com/2017/08/>
- Plastic Injecting Simulation in 3DExperience: <https://www.technia.co.uk/blog/plastic-injection-simulation/>



Contact



Milton Keynes, United Kingdom



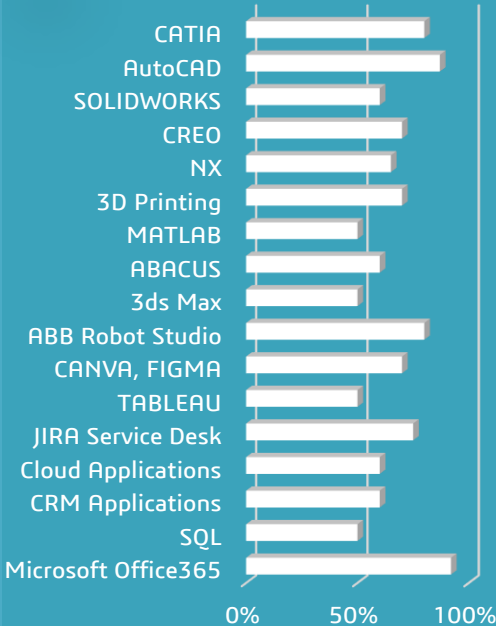
(+44) 7880919369



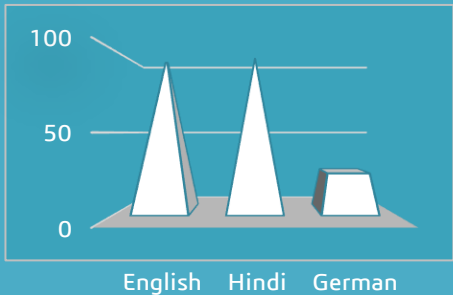
cp.singh@hotmail.com



Technology & IT Skills



Languages



Certifications

Lean Six Sigma	VIIT, India
Additive Manufacturing	IIT Guwahati
Certified in Solidworks	Solidworks
Digital Manufacturing	University of Buffalo
Internet of Things	IoT University
Data Analytics	University of Amsterdam

- Member of Society of Manufacturing Engineers (SME)
- Member of Institute of Engineering Design (IED)

Soft Skills

- Customer support
- Time Management
- Team Player
- Creativity
- Quick Learner
- Problem Solving
- Communication
- Critical Thinking
- Public Relation