**EDWARD**

**EDWARD.147583@2freemail.com**

***Multi-channel Revenue Growth Specialist for Industrial Automation Products and Projects***

 **Career Showcase**

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* ***Technical Presentation, Discussions with clients and customers and Techno-commercial dealings****.*
* *Attending Technical Breakdown issues at the Customers site*
* *Catapulted revenue by over the specified target.*
* ***Engineered exponential rise in profits and Motivated Sales and Marketing teams to exceed divisional KPIs;*** *drove change initiatives and**communicated powerful strategic vision to gain 100% staff buy-in*.

 **Achievements**

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* ***Dubai Driving License issued on 2013****.*
* *Previously received Acceptance Letters for Higher Education from American Universities.*
* *Participated in National chess & Athletic Competition.* **Academic Qualification**

 **Academic Qualification**

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| **Certificate/Degree** | **College / University Name** | **Year Of Passing** |
| **B-Tech****Electronics & Comm. Engg.** | College of Engineering, MunnarCochin University of Science And Technology,India. | 2007 |
| **HSC** | St.Johns School, India ( **I.S.C.E.**) | 2002 ( 75 %) |
| **SSC** | Auxilium English medium school, India **( I.C.S.E)** | 2000 ( 71 %) |

 **Professional Experience(7 years)**

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**C3AUTOMATION, Dubai, Feb 2016 - Aug 2016**

 **Sales & Service Engineer**

 Partners of **Schneider**, **Siemens** and B& R Automation| Industrial Automation & System Integrators

***Transformed Operations in to Market-Leading Center of Excellence***

 ✔Strategic Leadership ✔Continuous Process Improvement ✔International Business

* ***Product & Project sales and Techno-commercial Support.*** *Inspired team to achieve stretch goals and smash KPIs.*
* *S*ales & Service support for Automation products and Projects
* *Representing* ***Schneider, Siemens*** *and* ***B & R Automation*** *in Sales and Service support.*



 **Phoenix Automation, Sharjah, Jan 2015 -Feb 2016**

**Sales & Service Engineer**

 Partner of FAGOR Automation, SPAIN & Phoenix group |Industrial Automation & CNC Retrofits

 ***Leveraged Growth of Key Accounts with Tactical Customer Approach***

 ✔Key Account Management ✔Relationship Development ✔Customer Penetration

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| *Sales & Service for CNC machines, Retrofitting and Upgrading of Machines**Representing FAGOR AUTOMATION, Spain in Sales and Service support.*  |  |  |  |  |  |  |



 **Bhatia Brothers, Dubai, Jan 2013 – Jan 2015**

**Sales & Product Engineer**

 Multinational company | Industrial Automation |$20BN turnover | 2000 + employees

***Won Territorial Gains in Stagnant Market and Globally Recognized Marketing Honors***

 ✔Brand Strategy ✔Above-the-line Marketing ✔Market Research ✔Competitor Dislocation

* *Technical presentation of Products like Motors, Drives, PLC, DCS, SCADA and Automation Products of* ***ABB*** *and* ***SIEMENS*** *before clients to enhance the Sales*.
* *Product support for the clients and for the engineers working in the site in installation and commissioning by making regular visit in project site locally and internationally***.**



 **Sat Engineering & Supplies, Dubai, Jan 2012 – Dec 2012**

**Sales & Product Engineer**

 Part of SAT Group and partner of HILL & SMITH, UK | Industrial Automation | 1000 + employees

* *Technical Presentation of Automation Products.*
* *Purchasing of various Products from different Organizations and selling to our clients in IRAQ& Ethiopia*
* *Product support for the clients and for the engineers working in the site in installation and commissioning by making regular visit in project site locally and internationally*
* *Representation of* ***HILL & SMITH SOLAR*** *,* ***UK*** *and various Sales Promotional activities for Solar PV mounting System,* ***GREEN TECH ENGINEERING ,Bulgaria*** *as EPC Contractor and* ***FTC ,Italy*** *for solar Cables for PV Projects*
* *Engaged in submission of Tenders of DEWA and various other organizations.*
* *Sales of electrical products for EPC contractors for construction*
* *Sales of Various Industrial items for* ***Oil & Gas, Cement Plant etc***
* *Representing AT of* ***Spain*** *for Lightening Protection and Tolmega of* ***France for*** *Cable Trays etc*
* *Sales of electrical and mechanical products in* ***UAE & OMAN***



 **Simplex Infrastructure Limited, Ethiopia, Africa, Sep 2010 – Dec 2011**

**Procurement Engineer**

 Multinational company | EPC Contractors | 4000 + employees

* *Market analysis, locally and internationally to determine the availability of materials required for Various projects like Construction, Electrical, Railway etc*.
* *Procurement of machineries, material and other construction material.*
* *Utilizing the ERP system in Oracle to ensure accuracy of orders and goods received*.
* *Supplier negotiation experience at an advanced level within Marketing*
* *Maintained excellent business relationships with clients, other employees, and vendors.*
* *Arrange and participate in conferences with other engineers, suppliers, purchasers and inspectors to facilitate material inspection, substitution, standardization and economical procurement of parts & equipment*
* *Handle* *responsibilities of supporting business requirements by developing localized manufacturing and least-cost logistics criteria*
* *Undertake strategic sourcing activities for low-medium complexity categories as an analyst and as a project team member for highly complex categories.*
* *Ensure that procurement ethical standards are maintained to the highest level of procurement ethics*



 **Multipower International, Oman, Aug 2009 – Sep 2010**

**Sales & Product Engineer**

 Multinational company | Industrial Automation| Supplier for Iraq and Middle East

* *Introduction of Principles like CALLIDUS, U.S.A in the Middle East and India.*
* *Submission of Offers & Tenders*
* *Representing them before consultancies & contractors*
* *Product Presentation and conducting meeting and Conference for various Manufacturers like UNICOM of Korea, FLSmidth of USA etc.*
* *Selling of oil oil & gas products like BURNERS, valves, fans, hydro cyclones, incinerator etc*



 **Ratan Glitters Industries Limited, India, Sep 2007 – Aug 2009**

**Industrial Electronics Engineer**

 JAPANESE Metalizing Plant | Industrial Automation| Manufacturer of AL/AG Fabrics

 ***Worked as an Operator and in installation & Commissioning of new plant***

 ✔Technical Assistance ✔Support for installation ✔ Troubleshooting

* *Work experience in the installation & commissioning of new metalizing plant with a group of Engineers from ULVAC, JAPAN, worked in ulvac plc eks for metalizing plant* .

** Professional Knowledge**

* ***DCS:****Honeywell C200, C300,Yokogawa CS3000,Micro-Excel/Centum-Excel.*
* ***PLC****:Micrologix 1200 &1400series,SIEMENS s7-200,SCHNEIDER ELECTRIC- Twido,Modicon M340 and GE FANUC:Versamax, DELTA Dvpss & OMRON cp1e-na,ABB*
* ***SCADA****: FANUC- I FIX, INVENSYS,Wonderware in touch with Factory suite,SCHNEIDER-VijeoCitect & ROCKWELL AUTOMATION; Factory Talkview,Siemens-Wincc*
* ***VFD****: SCHNEIDER - Altivar 28,31 series.*
* ***HMI:*** *Magelis XBT-GT/XBT-N Series*
* ***SOFTWARES KNOWN:*** *RS Logix500,Step7,Experion PKS &* ***Process Instruments***
* *Worked on Maintenance of AC ,DC Drives and PLC Programming.*



***Recommendation:*** ***Global Reach:***

✔ **“**Edward has always been an eye for detail✔ **UAE resident, Indian national**

 and produced changes & results in Domopan” **Fluency in** English, Amharic, Hindi, Malayalam

 Commercial Manager, DOMOPAN- Mr.Sajan Xavier **Cross-cultural–**lived in **India, Africa, Oman, UAE**