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OBJECTIVE:

I am looking forward to work in a supportive and cooperative environment, which provides me an opportunity to enhance my knowledge and skills while contributing my best.

UAE EXPERIENCE:

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Sl. No | Company Name | Designation | Description | Duration | UAE Experience |
| 1 | **JUMO GmbH & Co. KG,** Dubai, UAE🡪 Multi National Company, Head office in Germany. | Internal Sales Engineer | **Technical Sales of JUMO Products** -🡪JUMO is the Manufacturer & supply Millions of Elect & Instrumentation Engineering Products like thermocouples, RTD, transmitters, controllers, Recorders ,Liquid Analyzers (pH, ORP, Conductivity ..), Temperature, Pressure, Flow, level Measuring Instruments to Water treatment, Food & beverage, Oilfield, Pharmaceutical ,Quality Control Companies all over the World. | 29 April 2013 to 21 April 2015  | 2 Years |
| 2 | Deira General Marketing Systems LLC, Dubai ,UAE | Internal Sales Engineer | **Technical sales** to Manufacturing Industry, Switchgear & Electronics Companies-🡪MEP Products, HVAC Products , Industrial Automation Products , Pumps, Valves, Water heaters OMRON Control Components, VFDs , SANWA measuring Instruments, KATKO Safety switch Isolators, FARNEL Electronics…. | 04 July 2010 to 28 April 2013 | 2 years 10 month |

DEGREE: ( Have attested Engineering Degree certificate )

|  |  |  |  |
| --- | --- | --- | --- |
| UNIVERSITY //NAME OF THEINSTITUTE | QUALIFICATION | DURATION // YEAR OF PASSING | OVER ALL PERCENTAGE OFMARKS |
| Anna university, Chennai.//Vins Christian college of Engineering. | **B.E.** degree holder in Electronics & Communication Engineering. | 2005 -2009 ( 4 Years )//JUNE 2009 | Over all 80.6%(1st class with Distinction, No History Of Arrears ) |

ACADEMIC QUALIFICATION:

|  |  |  |  |
| --- | --- | --- | --- |
| NAME OF THEINSTITUTE | QUALIFICATION | YEAR OF PASSING | OVER ALL PERCENTAGE OF MARKS |
| Duthie Girls Hr sec. School, India | HSC | MARCH 2005 | 75.4% |
| Duthie Girls Hr sec. School, India | SSLC |  APRIL 2003 | 90 %(100% in Maths) |

COMPUTER KNOWLEDGE:

* MS Office
* ORACLE JD Edwards
* IBM Lotus Notes
* Work place software
* INFOR Session
* CRM software
* MS Outlook
* Power Point Presentation

TECHNICAL SKILLS:

* Instrumentation Engineering products , Digital electronics, Engineering Drawing, Electrical Engineering Concepts, Optical communication, Fiber Optics, Electronic devices & circuits, Microprocessor & its Applications, Digital signal processing, Networking, Network communication, Antennas & Wave guides, Microwave Engineering, Digital image processing, Digital communication, Mobile communication, Opto electronic devices, Embedded systems, VLSI design, Engineering Graphics.
* **Had Certified in Plant Engineering Training at ALL INDIA RADIO in India**. (Knowledge in different kinds of modulations such as frequency modulation, amplitude modulation etc…encoders, decoders, amplifiers, different kinds of antennas, different kinds of waves etc…)

PRODUCT KNOWLEDGE:

* Have knowledge in All Kinds of **Electronics Engineering components** such as Semiconductors, Audio Visual, Connectors, Fiber optics, Cables, Sockets, ICs, Resistors, Capacitors, Transistors, Diodes, LEDs, LCDs, Cable ties, Cables, Lamps, Network Components, Communication Systems etc……
* **Industrial Automation Components** Knowledge in MEP Products , HVAC related products, Industrial products like ( Pumps, Valves, Water heaters ) Control components, Calibration equipments, , Oil & Gas Field equipments, VFDs, Safety switch isolators, LV switch gear components, PLCs, Temperature controllers, Limit Switches, Relays, Sockets, Timers, etc…)
* Have idea about Laboratory instruments, **Measuring Instruments** such as Digital Multimeter, Clamp meter, Insulation tester, Lux meter, Earth Resistance Testers etc…
* Had idea about **Instrumentation Products**: Thermocouples, RTD, transmitter, controller, etc temperature, pressure, Liquid Analyzers, ( pH, ORP, Conductivity ...) [flow](http://www.jumo.ae/), level and humidity related engineering products.

1) Internal Sales Engineer

 JUMO GmbH & Co. KG.

 Dubai, UAE.

JUMO is one of the leading manufacturers in the field of Instrumentation Products , industrial sensor and automation technology. The innovative product range includes the entire measuring chain from sensors to automation solutions for temperature, pressure, liquid analysis, [flow](http://www.jumo.ae/), level and humidity-Head Office in Germany. Branch Technical sales office in Dubai.

Job Exposure:

* Receiving Enquiries From Oil field, Manufacturing, food & beverage, Pharmaceutical . Water treatment, Measuring & quality Control Companies From all over the World.
* Preparing Quotations for Customers Requirements by using Datasheets , Price Sheets & workplace .software.
* Submitting the Offer to the Customer at proper time. Via. email .
* Providing technical advice to Customer Queries, through telecom / email.
* Receiving Purchase orders.
* Sending Performa Invoice to the customer .
* Updating orders in the Session software & Forwarding the Ordering details to Manufacturing as well as Shipment Dpt in Germany & getting order Confirmation.
* Coordinating with our export dpt in Germany & Updating the Delivery status to the Customer Follow up.
* Submitting sales report to the Management on monthly basis.

2) Internal Sales Engineer

 DEIRA GENERAL MARKETING SYSTEMS L.L.C

 Dubai, UAE.

D.G.M. (Deira General Marketing), is one of the largest suppliers and stockiest of all kinds of electrical and electronic products.

( Main Dealers Of “OMRON” Control components, “KATKO” Safety switches/isolators, “SANWA” Measuring instruments,” FARNEL ELECTRONICS” ,“WELLER SOLDERING EQUIPMENTS” ,“COOPER TOOLS FOR ELECTRONICS”, “LUTRON TEST EQUIPMENTS “,“TIME ELECTRONICS ,Industrial Automation, MEP ,HVAC ……Engineering Products )

Job Exposure:

* + Explaining & Offering our Electrical & Electronics components through Telecom and Email.
	+ Receiving Enquires through Email, Telecom & Online Website.
	+ Preparing quotations & Submitting to the customer on Time.
	+ Technically supporting the customers as per their requirements by providing them Technical advice, Datasheets, Company catalogues, DVD copy (All Our Product Catalogue stored in a DVD to make our customer to choose the item in our product Range).
	+ Checking the Stocks, by Inventory. & Promoting specific products to be clear quickly.
	+ Finding Potential Clients through Web search, Telecom, Emails & Dealing with them, to enlarge our Branded Elect Product Business.
	+ Doing Admin Works in Sales, By Setting Appointments for Technical Manager & Automation Engineers, to visit the Potential client (INDUSTRIES, PLANT, etc..) to Chase Good Business Continuously.
	+ Providing Good Technical service to the client by Coordinating with Our Project Dept.
	+ Follow up the clients.
	+ Receiving L.P.O ( Local Purchase Orders).
	+ Preparing & Sending Performa Invoice to the Client to Prepare their Payment.
	+ Explaining about our Payment Terms & Conditions and arranging required documents by coordinating with our Management to Manage Outstandings Properly.
	+ Receiving Cash or Cheque details & updating to our Accounts Dept.
	+ Processing the Order, by Coordinating with Procurement Dept.
	+ Updating the Delivery status accordingly for the clients follow up, until they receive the Material.
	+ Submitting sales report to our management Monthly.

PERSONAL PROFILE:

* Date of Birth                  :28-Nov-1987
* Gender                           :          Female
* Religion                         :          Christian
* Nationality                     :          Indian
* Languages known         :          English, Tamil, Hindi & Malayalam
* Marital Status                :          Married

DECLARATION:

                      I hereby declare that the above mentioned particulars are true to the best of my knowledge.