Prabhu

Prabhu.237956@2freemail.com

**Career Highlights**

**Mechanical Engineer With valid Oman Driving license having 7+ years of experience in Sales & Marketing/Business Development of various products in Oman & Indian Markets.**

**Experience in the field of Oil & Gas, Power, Refinery & Other Industrial Sector Projects.**

**Languages Known - English, Telugu and Tamil.**

**Objective**

To learn and execute with great passion in my field along with my best colleagues and in the process bringing good success to my company

**Work History**

**1.** **Organization : Bhatia Brothers Group/Oilfields Supply Centre/Technical Parts Establishment,**

 **Period : April 2011 to Current**

 **Locations : Oman & India**

 **Current Location : Oman**

 **Designation : Sales Engineer - Projects**

**Job Responsibilities:**

* **Marketing agency product and generate business enquiries for the same.**
* **Registering the company as a vendor for multiple products with the Clients/Consultants.**
* **Sourcing multiple products around the globe & supplying it to EPC contractors/End Clients.**
* **Getting customer feedback on price, delivery & other terms & conditions to improve conversion percentage every time.**
* **Capturing new product needs in the market and developing new products.**
* **Preparing daily customer visit report and monthly sales report.**
* **Collection of payment on time.**
* **Future month order and payment forecasting.**
* **Material follow-ups.**

**MAJOR PROJECTS HANDLED**

 **NAME OF THE PROJECT : 11G6 PERMANENT POWER SUPPLY FOR PRODUCTION WELLS**

 **CLIENT :** M/s. OCCIDENTAL MUKHAIZNA LLC

**COMPANY :** M/s. OCCIDENTAL MUKHAIZNA LLC

**PRODUCT : GI CABLE LADDERS**

 **NAME OF THE PROJECT : CABLE LADDER & ACCESSORIES FOR 2013 WELLS**

 **CLIENT :** M/s. OCCIDENTAL MUKHAIZNA LLC

**COMPANY :** M/s. OCCIDENTAL MUKHAIZNA LLC

**PRODUCT : GI CABLE LADDERS**

 **NAME OF THE PROJECT : OWN USE**

 **CLIENT :** M/s. PETROLEUM DEVELOPMENT OF OMAN

**COMPANY :** M/s. PETROLEUM DEVELOPMENT OF OMAN

**PRODUCT : VICTAULIC VALVES & COUPLINGS**

 **NAME OF THE PROJECT : ADDITIONAL PIPELINE PROJECT**

 **CLIENT :** M/s. ONGC

**COMPANY :** M/s. LEIGHTON WELSPUN CONTRACTORS PVT LTD

**PRODUCT : PIPES**

**NAME OF THE PROJECT : STRATEGIC STORAGE OF CRUDE OIL PROJECT**

**CLIENT :** M/s. ISPRL

**COMPANY :** M/s. PUNJ LLYOD LTD

**PRODUCT : PIPES**

 **NAME OF THE PROJECT : AMAL OFF PLOT**

 **CLIENT :** M/s. PDO

 **COMPANY :** M/s. ARABIAN INDUSTRIES PROJECTS LLC

**PRODUCT : PIPES, GASKETS, FIITINGS, FLANGES & FASTENERS**

 **NAME OF THE PROJECT : FUEL GAS PIPELINE PROJECT**

 **CLIENT :** M/s. OMAN REFINERIES & PETROCHEMICALS COMPANY

**COMPANY :** M/s. TOWELL ENGINEERING SERVICES CO LLC

**PRODUCT : PIPES, VALVES, PRESSURE GAUGES, FLANGES & FITTINGS**

 **NAME OF THE PROJECT : ONPLOT DELIVERY CONTRACT, NIMR SITE**

 **CLIENT :** M/s. PDO

**COMPANY :** M/s**.** WOOD GROUP - CCC LIMITED

**PRODUCT : PIPES, FLANGES, FITTINGS, GASKETS, FASTENERS &**

 **OTHER CONSUMABLES**

**2.** **Organization : M/s. Forbes Marshall Pvt Ltd, Chennai.**

 **Period :** March 2009 to March 2011

 **Designation :** Sales Engineer

**Job Responsibilities**:

Marketing & Generating business, from various Industries in and around Chennai for the following products.

* Piston Valves, Pressure Reducing Valves, Safety valves
* Pneumatic Valves, Steam Traps, Strainers
* Pressure Powered Pump, Moisture Separator
* Non Return Valves and Temperature Controlling Devices

**3.** **Organization :** **M/s. Uni Klinger Limited, Chennai**

 **Period :** May 2008 to March 2009

 **Designation :** Sales Engineer

**Job Responsibilities**:

Marketing & Generating business, from various Industries in South India for the following products.

* CAF & NON CAF Sheets & Cut Gaskets, SPW Gaskets, Metal Glad Gaskets
* Thermodynamic, Ball Float, Thermostatic & Inverted Bucket Steam Traps & Strainers
* Non Asbestos Gland Packing Ropes & Liquid Level Gauges
* Piston Valve, Bellow Sealed Valve, Actuated Ball Valve & Butterfly Valves.

**4. Organization : M/s. Tap Engineering, Chennai.**

 **Period :** June 2007 to May 2008

 **Designation :** Sales Engineer

**Job Responsibilities**:

Marketing & Generating business from various Industries in Tamil Nadu & Andhra Pradesh for the following

Products.

* Centrifugal Pumps (Samturbo Industry Limited, Coimbatore)
* Screw & Gear Pumps (Tushaco Pumps, Germany)

**Education**

* **B.E. (Mechanical Engineering )** from **Adhiparasakthi Engineering College, Melmaruvathur,**

**ANNA UNIVERSITY** (2003-2007).

* **Higher Secondary** from **Montfort Matriculation Higher Secondary School, Tindivanam** (2001-2003).
* **S.S.L.C** from **Kingston Matriculation Higher Secondary School,** **Vandavasi** (2000-2001).

**Personal Details**

 **Date of Birth : 08.01.1986 (Age 29)**

**Sex : Male**

 **Nationality : Indian**

 **Marital Status : Married**

 **Children’s : One**

 **Language Known : English, Telugu, Tamil**

 **Blood Group : O +ve**