Vineet

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**Expertise:**

Installation commissioning Technical services, Project execution and technical sales.

10 year of technical experience in projects, technical support, services, (Area process instrumentation, analysers, flow meters etc.) total experience 20+ years

**Attainments:**

Executed two projects in capacity of site manager where I was responsible for installation, handing over also involved and commissioning.

* Fire & Gas detection system at BHN platform of ONGC.
* Terminal Automation system at Gas Authority of India Limited.

Job was completed up to satisfaction of customer

Also based on technical experience developed new customer fin assignment in sales and business development

ORPC Oman replaced existing Emerson PH systems with Hach.

Haya Water Oman – Replaced turbidity systems of E+H with Hach.

PDO – Got Approval for New principal Flexim for ultrasonic flow meters.

Sold effluent treatment analyzer to Majis in Sohar Port Area against seven seas (Emerson agent)

**Employment History**

**SIST : Current Employer- Working to develop business in analysers , Instrumentation, flow meter Current agencies Envent Engineering , Boreal , Hawk, Veries.**

**Previous Employer (Jan 2011- Dec 2013),**

Mustafa Sultan Science & Industry Co. (**MSSI**), a local Company in Oman, has presence in Medical, biomeidcal & industrial market in Oman. Joined in Jan 2011 as Business Development Manager(Industrial Div), key Responsibility given after joining is to find, evaluate and make tie up with agencies portfolio, build and lead sales team to achieve pre set target.

**Previous Employer (Feb 2008 to Oct 2010):**

**Invensys** India, worked as Manager Sales (north), Invensys is a multi product & multi Location Company in the field of **process automation** with Global Presence. It is a hundred year old automation company with headquarter at London- UK , Its brands like Foxboro / Triconex are most reputed in field of Automation and Safety systems. I had been responsible to **Grow** business for **IPS** (**I**nvensys **P**rocess **S**ystem) division, with focus on DCS IA Series system/ Safety PLC Triconex series. **Improve** customer base and product mix and **Enhance** market visibility for Invensys in the North India. Major a/c handled GAIL**,** Punj Lloyd, also worked with consultant EIL, Tractable, Mecon etc.

**ABB Limited (May98to Feb 2008):** total experience 9 years, worked in four different locations, two different business area, and experience can be divided in to two parts naming sales & projects.

**Sales:** Sales & marketing, business development for Instrumentation business unit,handled and developed three different territories naming Punjab, Delhi & Uttarakhand and UP in 4 ½ years.

* Handled Important Accounts like BHEL (Hardwar), Bhushan steel Limited, GAIL, IFFCO, Indogulf, NTPC (Singrauli, Rihand, Vindhyachal, Tanda, & Unchahar), Century Paper, Ranbaxy Laboratory, and Rockwell Automation etc.
* Grow and Developed Channel Partners business.

**Project**: 4 ½ years in Project Execution:

a ) Utility automation Department : My responsibilities were to assist project manager for various ongoing projects for schedule monitoring , procurement, subcontracting , coordination with customer and sub-contractor , selection/specification of instruments etc.: location : Bangalore

b) **Fire & Gas Detection system at BHN off Shore platform of ONGC - at Bombay High ($1.1m)**

My responsibilities were surveying, preparation of detector location plan, preparation of logic diagram, Planning & Supervision of Installation of DCS & field instruments , cable , tray etc, Assist in commissioning of DCS & field instruments , and preparation of documents and handing over of project. : Location: Bangalore

**c) Terminal Automation (using weigh bridges for on line measurement)** for road tanker gantry for LPG at GAIL – Pata, Auraiya. (USD1.6m) I have worked as site in-charge and my responsibilities were co-ordination with sub - contractor, sub-vendors, client , Planning & supervision of Installation of DCS & field - instruments , cable, tray etc , Assist in commissioning of DCS and field instruments, preparation of documents , cable / loop wiring diagram and handing over of project & collection of receivables. : Location: Delhi



**Tritronics India Pvt. Ltd.(Dec96 to April98) :** Sales and Marketing , Job involved Sales & **Marketing of UPS** to Corporate sector and industries which involves handling of key accounts like Modi Xerox, DTDC, ICRA, Samsung, develop new market and account , Timely execution of POs and realization of payments etc.( Period : 1Y 6M , Location : Delhi )

**Fisher Rosemount India ltd.(Mar95 Oct96) :** Job involved technical supports , Installation and commissioning of **various field instruments , liquid analysers and Gas analysers** **( SOX, NOX, O2, SO2 etc.)** ( Period : 1Y 7M , Location : Delhi )

**Toshniwal Brothers Delhi Pvt. Ltd.(Feb90 to Mar 95):** Job involved technical support, Installation & Commissioning for various **Process control instruments**. Beside in house products, handled products from associated companies like E+H, West, also had the opportunity to handle hydro dynamometer from Schenk. (Period: 5Y, Location: Delhi)

**Audiotronics (April 88 to Feb90):** Job involves, Testing of electronics instruments (Period: 1Y 10M, Location: Delhi)



Education Qualification: Three years Diploma in Electronics & Tele comm... From Govt Polytechnic, MP board of technical education MP – Bhopal. With 65.3%

## Training’s obtained: -

1. Fundamental of process instrumentation from Fisher Rosemount: Duration 1 week.
2. Training on Flow and level measurement from E&H: Duration 1 week.
3. Training on Sematic 5, 100 series PLC from Siemens: Duration 4 days.
4. Training on AC410 series system from ABB Bangalore: Duration 1week.
5. Training of I/A DCS form Invensys at Chennai: Duration 1 week.

