**MANOJ**



Sales Engineer

[**MANOJ.305806@2freemail.com**](mailto:MANOJ.305806@2freemail.com)

**A Certified PLC and SCADA programmer from Prolific Automation.**

**OBJECTIVE**

A creative and inventive thinker, who craves a challenge and who is not afraid to work outside his comfort zone. Motivated team player who consistently aims to push revenue expectations and exceed goals. Possesses superb communication skills and is someone who can build up rapport easily, open up clients, find out exactly what they need, and then present them with a wide range of services and solutions. Pragmatic and results orientated, with a focus on bottom line results, has a track record of achieving and exceeding the standards of performance set out for any sales projects. Wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work

**KEY SKILLS**

* Strong time management skills
* Well organized, skilled in setting priorities.
* Strong commitment and vision.
* Strong interpersonal and communication skills.
* Well organized and focused in coordinating projects.
* Highly motivated to achieve goals.

**TECHNICAL SKILLS**

* **Programmable Logic Controllers –** Siemens S300, Allan Bradley SLC500, PL7 (ver. 4.5) Phoenix

PLC PC Workx.

* **SCADA –** Wonder ware Intouch 7.0, Winmon, Vijeo /Citec and Visu+ phoenix SCADA.
* **HMI –** Schneider
* **AutoCAD** – 2015,2016
* Confluent with **system design, SLD, GA, drawing models in 3D** in Auto CAD.
* Able to interpret AutoCAD drawings and 2-D views
* Basic Knowledge of Engineering Design.
* Good product development knowledge using **CAD** Tools.
* Strong ability to create/read/interpret engineering drawings.
* Software Application: Microsoft Office, Excel

**Academics**

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| **Qualification** | **Institute** | **University / Board** |
| (B. E.) (ELECTRONICS) | S.S.V.P.S COLLEGE OF ENGINEERING | NORTH MAHARASHTRA UNIVERSITY |
| 12TH | AIRPORT HIGH SCHOOL & JUNIOR COLLEGE | MAHARASHTRA BOARD |
| 10TH | AIRPORT HIGH SCHOOL | MAHARASHTRA BOARD |

**PROFESSIONAL EXPERIENCE**

**July 2014 – December 2016 Faylaka Technical Services - UAE**

**Sr. Sales Engineer E&I**

**Duties:**

* Demonstrating how a product meets a client’s needs.
* Building new and niche markets for the company and generate business from there.
* New Customer acquiring and client retention.
* Beating Competition where company could not breach before.
* Sales and marketing of Electrical Consumables like LED’S, Tube lights, Switchgear etc. In UAE
* Working with existing customers to help them get the most out of the products they have bought.
* Providing sales support during virtual and onsite client meetings.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Identifying the customer's current and future requirements.
* Identifying client requirements.
* Reviewing customer drawings, plans and other documents in order to prepare detailed technical proposal for them.
* Preparing reports for head office and senior managers.
* Cold calling to new prospects and lead generation.
* Conveying solution benefits to both business and technical audiences.
* Demonstrating products, services and solutions to potential clients.
* Preparing and presenting potential cost benefit analysis to potential clients.
* Delivering presentations and demos to audiences.
* Conveying customer technical requirements to the Internal Engineering teams.
* Maintaining existing, long-term relationships with customers.
* Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
* Travelling to visit potential clients.
* Negotiating tender, contract terms and conditions.
* Maintaining professional working contact with key suppliers and third parties.

**Projects handled:**

Eversendai Offshore, Gulf Marine Services, Expert United Marine Services, Blue Lagoon Shipping, Delta Offshore, Prime Tankers, and AET Ship Management Singapore.

**March 2013 – April 2014 Shubyog Techno Services**

**Executive Engineer E&I**

**Duties:**

* Preparation of Techno – Commercial offer for new construction projects
* Reviewed contracts, specifications, class requirements.
* Prepared documentation for projects as per class.
* Manpower management for execution of work
* Planning and liaising with clients for inspection.
* Execution of project on site and troubleshooting issues with quick action.
* Sales and marketing of inbuilt products manufactured.

**Nov 2010 – Feb 2013 Larsen and Toubro LTD EBG Division**

**Jr. Execution Engineer E&I**

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| **Project** | **Role** |
| AUTOMATIC POWER MANAGEMENT SYSTEM | QC, designed internal wiring, successful installation of the system onboard the ship and software modification and installation of program of generator protection and paralleling relay (Selco C6200). |
| AUTOMATIC FLOOD ALARM SYSTEM | Designing system architecture, schematics, responsible for installation of the system, QC, wiring of the entire system. |
| ALARM & MONITORING SYSTEM | PLC and SCADA Programming of the entire system. |
| DC SOFT STARTERS | Successful installation of 150 Amps, 60 Amps &20 Amps DC Soft Starter. Functional and Fitment. |
| ENGINEERS CALL SYSTEM | Enclosure design, Operational philosophy and flow chart |
| AUTOMATIC CONTROL SYSTEM FOR AUXILIARY BOILERS | Prepared techno-commercial proposal, system architecture and bill of materials |
| INTEGRATED PLATFORM MANAGEMENT SYSTEM | On field system survey. Designed systems architecture, prepared Techno-commercial proposal. |

**GRADUATION PROJECT**

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| **Project Name**: **ELECTRONIC VOTING MACHINE WITH BIOMETRIC SECURITY SYSTEM** |
| **MEMBERS: 4**  A Microcontroller based Electronic Voting Machine comprising of biometric security (Finger Print Module) system to minimize or barge any fault or fake voting  **MY ROLE:**  Concept of implementing the system and designing of the unit. Arranging materials required for making the system, soldering of the system, studying the original design and making the required changes for the system. |

**GRADUATION SEMINAR**

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| **Seminar Name : MICRO ELECTRO MECHANICAL SYSTEM** |
| Studied, documented & presented this new age concept of fabrication using batch techniques that are similar to those used to fabricate microelectronic devices. It’s the combination of electronic and mechanical components to simplify some of the complicated applications which were not possible earlier. |

**INDUSTRIAL VISITS & CERTIFICATE COURSES**

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| **INDUSTRY** | **DURATION** | **KEY LEARNING** |
| AIRPORT AUTHORITY OF INDIA – ATC UNIT (MUMBAI) | 25.06.07 to 09.07.07 | STUDY OF AIR TRAFFIC CONTROL & its EQUIPMENT |
| Successfully completed study and documentation of the entire process of communication & navigation between the pilot and ATC unit, starting from air route, traffic take off and landing of all aero planes. Data acquisition and recording of the communication occurred between the pilot and navigator. Maintenance of runways and equipment. Satellite communication and antennas used for HF communication. | | |
| PHEONIX PVT LTD (HIMACHAL PREADESH) | JANUARY 2010 | MANUFACTURING OF WEIGHTING MACHINES |
| Visited the company and studied the entire manufacturing process of weighting machines. | | |

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| **PERSONAL ACHIEVEMENTS** |
| 1. Participated in Selco Training organized by Little Fuse Selco Pvt Ltd Denmark. 2. Awarded certificate of merit for participation in **Maya Animation (MAAC) Course workshop** 3. **in Nirma University Ahmadabad.** 4. Won consolation prize for best act in Inter–collegiate dance and drama competition. 5. Won second prize in dance competition held at SSVPS College of Engineering. 6. Won first prize in Inter – Department carom competition. 7. Awarded runner up in interdepartmental carom competition held at SSVPS College of Engineering. 8. Attended seminars on Generator protection Relays Selco C6200. |