

 Roshy

 Roshy.312553@2freemail.com

**Experience: -**

**8 plus years of experience in U A E for technical product sales, marketing, business development for precision, electrical, pressure and temperature devices .**

**PROFESSIONAL PROFILE & VALUE**

**B.Tech in instrumentation and control engineering with 8 plus years of experience in product sales. Good understanding and technical knowledge of electrical, dimension, temperature and pressure products. Trained sales engineer from Switzerland (TESA- Hexagon Metrology) for precision instruments and coordinate measuring machines. Developed an accountable market for a premium brand in U A E and Middle East within a span of 1 year by meeting the targets. Respectable,professional and successful customer relationship with marine, industrial(for electrical and dimension instruments), aircraft manufacturing companies, and technical laboratories (Govt local labs) in U.A.E. Successfully studies the market and competitor strategy as a sales engineer for setting up of selling price required to enhance the chance of winning order confirmation from customer. ISO 17025: 2005 quality certified engineer from Dubai Accreditation Center for the quality system.**

**CROSS-FUNCTIONAL EXPERTISE**

* A dynamic and energetic sales engineer who is polished and professional in appearance, interaction, and communication.
* Good understanding of electrical, dimension, precision and temperature instruments and exposure to U.A.E/Middle east market.
* Ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications.
* Capable of simplifying and communicating complex concepts to a non-technical audience. Good customer relation with marine, industrial and aviation companies in U.A.E for a tenure of more than 7 to 8 years.
* Accomplished, technically sophisticated professional with extensive experience in the oversight, planning, design and delivery of diverse mechanical systems and devices.
* Offer special expertise in the manufacture and design of industrial automation solutions.
* Strong knowledge of the practical application of engineering science and technology.



**PROFESSIONAL COUNTOUR**



**ELCOME INTERNATIONAL L L C** **2015 March – Till Date**

**TECHNICAL MANAGER/SENIOR SALES ENGINEER**

**(Navicom Calibration L L C – Subsidiary of Elcome Group company) 2016 March to till date)**

**Elcome Founded in 1969, and has been serving the marine industry as an innovative and reliable system integrator, distributor, installer and providing technical solutions. Elcome has a new addition of calibration lab, namely Navicom calibration L.L.C and I am heading the calibration department.**

**Responsibilities:**

* Supervise calibration department staff , planning, organizing, and monitoring calibration assignments and ensuring work expectations for scope, schedule, cost and responsiveness.
* Coordinate the training of technical staff
* Provide necessary equipment and tooling, work flow/priority management
* Employee Performance Evaluations
* Maintain ISO 17025 Calibration Quality System Requirements
* Ensure ISO 9001:2008 compliance are maintained
* Administrate monthly random uncertainty testing
* Proficiency testing
* Interface with engineering for technical resolutions for tolerance failure's
* Issue corrective actions as outlined in 17025
* Increase through-put of calibration department
* Consistently align procedures vs. actual processes
* Develop new test procedures, establish template calibration certificates, and implement the control of all documents as part of the QMS
* Develop a master list of all calibration equipment necessary for standard calibration station
* Eliminate unnecessary/redundant tests with engineering approval
* Provide data feedback to engineering to improve robustness and cycle time of products

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|  | **ELCOME INTERNATIONAL L L C** | **2015 March –2016 March** |  |  |
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| **SENIOR SALES ENGINEER** |  |  |  |
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**Joined Elcome International LLC as a senior sales engineer for electrical, gas detection systems, pressure, and temperature instruments. Increased the revenue for the company in a short span with the experience in sales and customer relationships, product procurement knowledge according to the customer requirement for different parameters. Successfully met the targets and coordinated projects with different pressure ,temperature and electrical systems.**

**Along with sales responsibilities, obtained a challenging obligation of setting up a subsidiary company to Elcome group with complete sole responsibility of providing business plan for new division – an electrical calibration lab. Set up the electrical LAB and activities include licensing or approval from local authority, negotiation with different world renowned firms for selecting proper equipment , procurement of all required instruments for a calibration lab, ensuring the international traceability of master instruments , meeting with director of international brands for negotiation and adding appropriate brands with proper market study to increase the revenue of company. Successfully introduced and sold out new products to existing and new clients.**

**Parallel sales responsibilities as a senior sales engineer**

* Establishing new, and maintaining existing, relationships with customers
* Travelling to visit potential clients
* Searching for new clients who could benefit from your products in a designated region
* Managing and interpreting customer requirements
* Persuading clients that a product or service will best satisfy their needs
* Setting up of selling price with competitor and market analysis.
* Calculating client quotations
* Negotiating tender and contract terms
* Negotiating and closing sales by agreeing terms and conditions
* Offering after-sales support services
* Administering client accounts
* Analyzing costs and sales
* Preparing reports for head office
* Meeting regular sales targets
* Recording and maintaining client contact data
* Coordinating sales projects

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|  |  | **METROMAC TRADING L L C** | **2010 – 2015** |  |  |
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**SALES ENGINEER**

Metromac Trading department , who deals internationally with a bunch of world renowned products which includes Gas detectors(R.K.I-U.S.A), 15 ppm monitor(Deckma Hamburg-Germany), Level gauges(Hanla-Korea), Precision instruments(Tesa Switzerland), Petrochemical gauging devices(M.M.C-U.K) ,Breath alcohol detectors(Intoximeters -U.S.A), Thermo probe - U.S.A) etc.

**Responsibilities:**

* Qualify all enquiries received from customers to ensure that we offer best solutions, maintain delegation of authority, ensure export compliance and maximize opportunities.
* Provide technical and commercial support to the sales channel. Keep quote log of all quotes updated and submit reports as required.

* Co-ordinate with factories / engineering team to select the most technically suitable solution for the enquiry requirements.
* Establishing new, and maintaining existing, relationships with customers
* developing long-term relationships with clients through managing and interpreting their requirements;
* Persuading clients that a product or service will best satisfy their needs
* Calculating client quotations and Negotiating tender and contract terms
* Making technical presentations and demonstrating how a product meets client needs
* Attending trade exhibitions, conferences and meetings
* Ensuring that sales targets are met

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|  | **CALIBRATION ENGINEER** | **2008 – 2010** |  |  |
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| **METROMAC CALIBRATION L L C** |  |  |  |
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**Metromac calibration LLC is a 17025:2005 certified calibration lab for electrical, pressure, temperature, and dimension instruments. Metromac calibration lab deals with both marine and industrial clients for all the parameters which come under the scope of calibration and certification.**

**Responsibilities:-**

* Areas of interest were gas detectors which includes world renowned brands such as M.S.A, Riken Keiki, B.W technologies, RAE systems etc
* Got the opportunity to undergo and learn the calibration of pressure, temperature, force, electrical and precision instruments.
* After I acquired the technical knowledge from one of the best accredited laboratories in U.A.E, I was promoted to Metromac Trading LLC.
* During the course of this experience, I had been fortunate to attend training on Precision instruments and measuring tools at TESA-Switzerland.
* I am delighted to uphold a good knowledge of commercial terms and technical specifications of products in and on the worldwide market.

**EDUCATION & TRAINING**

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|  |  | **B.Tech Degree (Instrumentation & Control Engineering)** | **2006** |  |  |
|  |  | **Mahatma Gandhi University** |  |  |  |
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**Other Trainings :-**

* Training for Fluke 5522 A Multifunction calibrator for operation and calibration
* Training for Fluke 8846 A Digital precision multimeter.
* Training for sophisticated precision tools, CMMs and other dimensional instruments from TESA-Switzerland
* ISO 17025 : 2005 for quality management system for calibration lab from DubaIAccreditation Center.

**Professional Achievements:-**

* Promoted to Metromac Trading LLC as a Sales Engineer within a period of two years.
* Increased the sales by 150% for assigned clients/newly identified clients for a premium brand with in a span of 1 year.
* Generated and researched list of 100+ potential target customers focusing on the top revenue drivers based on industry, technology, deal size, financial history, management team etc.
* Increased gross profit margin by 15% for existing clients.
* Introduced new brands and successful in identifying the market with strategy and planning.
* Won the Best Academic Project done at Vikram Sarabhi Space Centre.
* A professional black belt in martial arts.

**IT SKILLS**

* MS Office Suite: MS Word, MS Excel
* Operating Systems: Linux & Windows (XP, Vista, 7 & 8)
* Software package: Matlab, Labview
* Programming & Scripting Language: C, Micro controller programming



**STRENGTHS & SKILLS**

 Good understanding of commercial viability and easy adaptability to any new environment.

* Have excellent time management skills and can meet the deadlines without compromising on quality.
* Excellent communication and interpersonal skills.
* Quick to grasp new ideas and concepts, and to develop innovative and creative solutions to problems.
* High level of determination and Time Management.
* Self-motivated, comfortable in taking initiative and working independently.
* Natural team player with excellent team building and leadership abilities.
* Exceptional communicator with an exceptional problem solving abilities and keen need assessment aptitude. Aggressively identifies opportunities, develop focus and provide tactical solutions.
* Believes in applying common sense, keen to keep things, simple, plan and effective.
* Able to maintain composure and professionalism in a fast-paced, busy



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|  |  | **PERSONAL VITAE** |
| **Date of Birth** | **:** | 1st June 1984 |
| **Nationality** | **:** | Indian |
| **Gender** | **:** | Male |
| **Marital Status** | **:** | Married |
| **Languages** | **:** | Fluent in English, Hindi, Malayalam, Kannada |
| **Driving License** | **:** | Valid UAE driving license |
| **Visa Status** | **:** | Employment |
| **References** | **:** | Furnished upon request |