**Name- Agam**



Cell No. C/o 971505891826

Email: [agam.325156@2freemail.com](mailto:12agam.kumar@ibsindia.org)

### Career Objective

To secure a challenging position where I can effectively contribute my skills as a marketing professional, possessing competent Technical skill and show my leadership and learning qualities.

### Education

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Course** | **Institute/College** | **University / Board** | **Year** | **Grade / Div.** |
| M.B.A (Marketing) | ICFAI Business School | Institute of Chartered Financial Analysts of India | 2014 | A |
| B.Tech (E.E.E) | S.H.I.A.T.S | Deemed University | 2012 | A |
| H.S.C | Adwaita Mission High School | C.B.S.E | 2008 | A |
| S.S.C | Navyug Vidyalaya | C.B.S.E | 2006 | A |

**Work Experience Company: - CENTAUR Electro Mechanical Contracting Co. LLC, Dubai - U.A.E.**

**Designation: - Business Development Executive**

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**Sales Engineer & Estimation Engineer**

**Reporting To: - Managing Director**

**Joining Date: - 28th April 2014 to Present**

**Description:**

As a Business Development Executive, I am responsible for generating sales and driving revenue through prospecting, acquiring, developing and expanding business leads to achieve short- and long-term revenue and profit growth. Developing long-lasting customer relationships and gathering referrals with both new and current accounts. Arranging meetings and initiative discussions to understand what is important for client / customer & organization and are able to marshal the right resources. Working proactively and utilize the appropriate processes depending on the situation or customer need; determining priorities, establishes a systematic course of action to ensure successful completion of project, and allocate time and resources effectively.

### Responsibilities:

* Manage business development activities for the company driving sales activities and acquisition of new business.
* Personally target and gain specific new business in the geographical area of UAE, specially Dubai, Abu Dhabi Emirate and Western Region.
* Defines long-term organizational strategic goals, builds key customer relationships, identifies business opportunities and maintains extensive knowledge of current market conditions.
* Identify potential new customers, make presentations to themon solutions and services and eventually convert them into clients, and continue to grow business in the future.
* Call on existing clients, often being required to make presentations that meet or predict clients’ future needs.
* Render necessary support in managing existing clients and ensure they stay satisfied and positive.
* Build company stature within client base. Prepare professional presentation and conduct regular update to Company profile (web based) as well as Hard copy document.
* Attain tenders, support during tendering stage, obtain market intelligence during tendering process and follow-up for submitted tenders.
* Develop & execute business development strategy considering the following;
* Identify areas of opportunity and prioritize opportunities to be pursued
* Work with management in determining appropriate business targets
* Identify, cultivate and maintain client relationships and monitor customer satisfaction
* Prepare and deliver capabilities presentations.
* Communicate with project management regarding expected new business
* Transition project ownership to project management upon initiation of a project
* Maintain oversight of the status of the project and ensure client satisfaction.

**Core Deliverables:**

* Achieving pre-qualifications / registration with all Power Utilities, Oil & Gas companies & industrial customers.
* Develop market analysis for various segments of Underground Cabling, Substation, OHL projects & RTA Road lighting works.
* Maintain and develop organizational culture and values in the market.
* Head of upcoming live events / seminars like WETEX 2014, WETEX 2015, WETEX 2016 & WETEX 2017.
* Engage in sales and solution discussions for selected projects, perform pre sales management/bid management and contribute to the revenue. (Tendering/Estimation)
* Apply Companywide project management standards in preparing bids and contracts, responding to customer needs and managing the sales process from opportunity identification to customer sign off.
* To manage the process of eBidding / E-Tendering for power utilities- DEWA, RTA, ADWEA (TRANSCO/ADDC/AADC), ADCO etc.

**Technical Knowledge / Skills/ Training:**

* Strong communication and presentation skills
* Resourceful with excellent follow-through skills
* Demonstrate an open mind by listening to people with different opinions
* Excellent proposal development skills
* Customer-focused and result oriented
* Ability to make cold calls to generate leads
* An entrepreneurial approach to business
* Collaborative leader with the ability to pull together cross functional support for BD initiatives.

### Core Competencies

* Manage and maintain client relationship.
* Experience in service sector with good track record.
* Passion for new technologies and especially for seeking solutions for customer needs.
* Demonstrated experience meeting sales and delivered revenue quotas.
* Solid understanding of the concepts around Microsoft technologies.
* Understanding of business processes and drivers.
* Strong presentation skills.
* Excellent written and verbal communication skills in English
* Teamwork skills
* Positive Attitude
* Effective time management

**Internship details Company:** Bharti Airtel Limited

**Project Title: -** “An Analytical Study of Sales promotion activities and Converting outlets into Airtel 3G Outlets”

**Description of the Project:** The purpose of this project was to know about the use of mobiles and the need of sales promotional activities. To know the promotional activities company follow to increase the sale and to be a part of it by increasing its productivity. In the whole project promotion of Airtel 3G Data is mainly concerned. Increasing sales of Airtel Modems or Dongles i.e. Visiontek and Huawei (Products) are focused.

* 3 Main phases of SIP-
  + Airtel 3G Promotion, Consumer Sales Promotion and increasing productivity.
  + Outcome: 48 Nos. of 3G Dongles placed in 3 months internship.

### Project Undertaken

* **Project:** “100 W Sine wave Inverter Using 2N3055 Transistor”
* **Description of the Project:** This project describes the analytical and experimental studies on a 100W sine wave inverter using power transistor 2N3055. The Inverter uses 12 volt supply and will provide 230V AC power output. The power inverter is mainly divided into 3 types of circuits- Multivibrator circuit, Oscillator circuit and a driver part. The study of inverter further describes the behavior of driver on output transistor along with power transistor which is mounted on heat sink. The project also describes the construction of inverter circuitry on the bread board follow by connected an 18V transformer used to charge the battery connected to a rectified circuit. The rectifier is used to convert AC current into DC current free from ripples.

### Achievements

* Centaur Pre- Qualification Approvals from Power Utilities / Govt. Sector / Oil & Gas companies:

Dubai Electricity & Water Authority (DEWA)

Abu Dhabi Electricity & Water Authority (ADWEA)

Abu Dhabi National Oil Company (ADNOC)

Abu Dhabi Company for Onshore Oil Operations (ADCO) Abu Dhabi Oil Refining Company (TAKREER)

ADNOC subsidiaries like AL HOSN GAS, ADGAS, BOROUGE, FERTIL etc.

* Student Committee Member- IBS Pune.
* Participated as hardworking team leader of N.S.S held by university.
* “HELPING HANDS” in 5th convocation-2010 held in university.

### Additional Qualifications / skills

* Industrial Training at National Thermal Power Corporation (N.T.P.C).
* Professional in Project Planning and Management from CADD Centre- Pune, India.
* Vocational Training at Bharat Sanchar Nigam Limited (B.S.N.L).
* Successfully completed one month course of Java-core from APTECH Institute.

### Hobbies / Interests

* Singing, Travelling, Playing Sudoku.

**Personal details**

**Date of Birth:** 30th June 1991

**Passport Date of issue:** 02 Sep 2011

**Visa:** UAE work permit till 21st June 2018 (Company Sponsor)

**Nationality:** Indian

**Languages Known:** English, Hindi

**Driving License:** Valid UAE driving license

***AGAM KUMAR EMP. ID- 2222***

***Business Development Executive-Sales Engineer- Estimation Engineer***

***Centaur Group of Companies- Dubai, UAE***

**CHECKLIST**

**Department Handling:**

* Business Development
* Tendering/Estimation
* Trading

**Business Development- Roles & Responsibilities**

1. Build long term corporate relationship with clients.
2. Main goal - Continuous revenue growth.
3. Major clients:-
   1. Power Utilities- DEWA, ADWEA (ADDC/TRANSCO/AADC), FEWA, ENEC etc.
   2. Oil & Gas Companies- ADNOC Subsidiaries- ADCO, TAKREER, ESNAAD etc.
   3. Govt. Authorities- RTA, Dubai Municipality, EMAL, DP World, Abu Dhabi Municipality, ADEHSMS, MUSANADA/MUBADALA, CMW, etc.
   4. Market private players- Hyundai E&C, Siemens, ABB, Alstom, Samsung C&T, L&T, Tecnimont, HLG, DBB, China State Construction, Wade Adams etc.
   5. Developers- Meraas-Engineering Office, EMAAR, NAKHEEL, Tamdeen- Dubai holdings, Sobha, DPG etc.

To achieve pre-qualification approval by submitting PQ questionnaire & related documents, business meetings & clarifying with all details related with company strength & capabilities, hence receiving job enquiries. Further, regular update with online submission process & document renewal like Commercial License, work Experience etc.

1. Identifying untapped markets and business opportunities:-
   1. EXPO 2020
   2. Solar / Sustainability Energy Investment ($35billion or Dh128.5 billion)
   3. Upcoming EHV/MV/LV Cabling, 11/33/132/400kV Substation, 11/33/132/400kV OHL, Solar & Road / Street Lighting works & Industrial Electrification.
   4. Trade Shows- WETEX (Dubai)

**Tendering/Estimation- Roles & Responsibilities**

1. Follow Tender Process:
   1. Accept Expression of Interest
   2. Review Scope of work, bid/no bid decision & collect the tender document
   3. Analyze & study the tender document thoroughly.
   4. Request for site visit.
   5. Request for supplier quotes.
   6. Raise clarification related with site condition & requirement. (Pre-Bid Clarification)
   7. Prepare technical & commercial documents
   8. Prepare commercial documents
   9. Submission (Online & Offline)
   10. Resolving Post tender clarifications
   11. Preparation for meeting (if required)
   12. Finalization of tender
   13. Request for final discounted price from suppliers
   14. Prepare Comparison sheet with reference to any previous purchase, price quoted & final discounted price- Reviewing the same with M.D.
2. Liaising with tendering team/dept. regarding pre & post bid documents and submission.
3. Updating M.D with new enquiries, prioritizing the same & also with new opportunities.
4. Updating yearly financial turn over to Management.
5. Follow-ups with power utilities like DEWA, ADWEA (ADDC/TRANSCO/AADC) related with collection of tender bond (post commercial bid opening) and reporting the same to Finance dept. & M.D.

**Trading- Roles & Responsibilities**

1. Offer, Follow-up & finalizing (once confirmed) of 10 potential tenders (Monthly).

**Achievements:**

* + **Business Development**

Successful in developing profitable corporate relationship with power utilities, Oil & Gas companies, Govt. Companies and private company & developers.

* + **Tendering/Estimation**

***Major Projects:-***

**DEWA: RFx2131700031** (In-Progress) Construction, Supply, Installation, Testing and commissioning of 16 Nos 132/11KV Substations and Additional typical 132/11KV Substations and associated works

**DEWA: RFx 2131700032** (In-Progress) Supply, Installation, Testing and Commissioning of 400kv Cable Laying Works for Interconnecting 400 kV GIS of HSTA with GSUT of Aweer Phase IV Power Station.

**DEWA: RFx 2131600053** Supply, Installation, Testing & Commissioning of 3 Nos. New 132/11KV Substations for replacement of existing Mankhool (MANK), Garhoud (GARH) and Qusais (GHSS) substations and associated works.

**TRANSCO N-15599** 132kV Cable Connections for New Shakbout City Substation.

**EGA J17/010** - HV Cable Replacement of 4200/HF, T6, R12, GT17 & GT12

**ESNAAD- PR 3477** Supply, Installation, testing and commissioning of RMUs & Transformers at 11kV substations in ESNAAD Base, Mussafah A.D

**DEWA: RFx- 2121600001**: Installation & Commissioning of 11kV Cables (400km)

**DEWA: RFx- 2121600007**: Installation & Commissioning of 11kV Cables (100km)

**DEWA: RFx- 2131500071**: Enhancement of Physical Security at Jebel Ali & Aweer Power Stations, Phase - 1. (Complete Street Lighting & Electrical works)

**HLG**: Al Habtoor Hotel & Resort- 11kV Cable Works

**RTA: R1013/1**: Improvements of Al Shindagha Corridor (Sana Junction) Supply and installation of 132kV cable works

**Meraas-HLG: 0113** Al Barsha 3rd Hessa Street Development Project

**RTA: R1041**: Dubai Parks Access from Sheikh Zayed Road

**RTA: R921-1B** Improvement of Al wasl road -Phase 1 B Interchange 2.5

**RTA:** **R1005-1** Improvement of Al Awir Road & International City

**DEWA: RFx- 2131600006**: Installation, Jointing & Commissioning of 33kV Power Cable & Pilot Cable & Associated works s From GARHOUD 132/33kV S/S to CITY CENTER 33/11kV S/S