**Satish**

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**JOB OBJECTIVE**

Seeking a challenging managerialroleat a fast-paced multinational organisation where I can contribute meaningfully to its progress bysupporting the generation of new business, both directly in the field and through developing scalable sales support processes.

**CAREER HISTORY**

[**PORTEC-LINK**](http://www.greenvision.ae)*(part of* [Green Vision Group](http://www.greenvision.ae/)*)* | Abu Dhabi, UAE

*December 2015 – present*

**Business Development & Sales Engineer**

* Key representative of**Noell-Terex** (Ship-Shore, RMG and RTG cranes), **CVS Ferrari** (container handlers), **Meclift**(reach trucks), **GENMA**(mobile harbour cranes), **VDLContainersystemen**(spreaders), **Jekko**(mini cranes), **IPO Lifts** (forklifts), **Gauss Magneti** (lifting magnets), **TM InternationalGroup** (revamping and refurbishments),**TCA Lift**(spider lifts),and**Gosan**(sheaves) range of material handling products and solutions in the Middle East.
* Extensivelymarketed and generated several new key accounts,including Drydocks World – Dubai,Jindal SAW Gulf LLC, Larsen &Toubro (L&T),Petrofac,Abu Dhabi Airports’ Midfield Terminal Project, and ADMAC (Abu Dhabi Maintenance and Construction),among others.
* Generated a completely new client database with interactions of more than 300 unique medium-scaleto large-scale industrial organizations.
* Provided several unique solutions to manufacturers along with benefit charts to optimize operation costs and achieve manpower savings and a greaterROI.
* Increased market awareness and penetration into the industrial segment with unique products and attachments for critical applications.

[**Technical Parts Est.**](http://www.technicalparts.com/)*(part of* [*Bhatia Brothers Group*](http://www.bhatia.com/)*)* | Dubai / Abu Dhabi, UAE

*September 2013 – October 2015*

**Sales Engineer (Cranes Division)**| *March 2014 – October 2015*

* Represented **Verlinde** (part of KonecranesGroup)for Dubai and the Northern Emirates.
* Played a crucial role in winning new mega projects worth over AED 5 million and more.
* Extensively marketed company’s products and solutions in Dubai and the Northern Emirates.
* Actively generated new clients through direct client relations without any existing database.
* Handled several large government accounts, such as DEWA, FEWA, Dubal, Dubai Airports, Emirates Institution for Advanced Science & Technology (EIAST), and more.
* Providedquick solutions to clients due to experience in handling turnkey operations.
* Acted as a key tool for business development of company’s products in a new market.
* Gathered data about competitors’ activities,pricing structures, product awareness,and their resulting reach, and compared it to the company's performance.
* Prepared regular detailed reports for the management review.
* Worked onsales tools and applications such as CRM, MIS, and more.

**Cost & Estimation Engineer** | *September 2013 – March 2014*

* Assessed cost effectiveness of products and projects.
* Consulted with personnel in other divisions to formulate estimates and resolve issues.
* Conferred with contractors and subcontractors on changes to cost estimates.
* Effectuated detailed crane design as per specifications and factory drawings.
* Estimated products and variable costs, and preparedtechno-commercial proposals.
* Assistedsales engineers in technical meetings and clarified client’s concerns vis-à-vis.
* Handledcost estimation and pricing of various equipment,such as EOT cranes, portal / gantry cranes, jib cranes, monorail hoists, electric winches, and more.

[**Ace Crane Systems LLC**](http://acecranes.com/) | Sharjah, UAE

*June 2012 – June 2013*

**Project Engineer** | *September 2012 – June 2013*

* Oversaw and coordinatedprogress on under-execution projects through the full project cycle – from start to dispatch.Principal:ABUS, Germany
* Determined project schedule by preparing project plan and specifications, calculating time requirements, and sequencing project elements.
* Monitored project progress and resolved problems incurred.
* Preparedtechnical submittals and managed online portals for major clients,such as EMAL, Veolia Water Technologies, and SNC-Lavalin, among others.
* Handled commercial documentation, including invoices, LPOs, COOs, and more.
* Coordinated various supply chain activities with procurement and shipping units.

**Product Engineer**| *June 2012 –September2012*

* Prepared GA drawings and details of projectsbased on client’s requirements.
* Managed products’ requests and submittal of quotations for several projects as per the specifications.
* Estimated procedures for determining appropriate crane components with their price and compiling it to an apt techno-commercial proposal.
* Acquired technical information from clients and acted as an Applications Engineer.
* Underwent training and a detailed study about the complete range of products of the principal manufacturer.

**ACADEMIC PROFILE**

**MBA – Engineering & Technology Management**| [BITS Pilani, Dubai Campus](http://www.bits-pilani.ac.in/dubai/)

Passing Year: 2013 – 2015 | CGPA: 8.74

**B.Eng. – Mechanical Engineering**| [Bannari Amman Institute of Technology](http://www.bitsathy.ac.in/), Tamil Nadu, India

Passing Year: 2012 | CGPA: 8.90

**Higher Secondary**| [VidyaaVikas Boys Higher Secondary School](http://vidyaavikas.ac.in/vidyaavikas_boys/index.html), Tamil Nadu, India

Passing Year: 2008 | Percentage:94.4%

**Tenth Standard** | [GD Matriculation Higher Secondary School](http://www.gdschoolcbe.com/), Tamil Nadu, India

Passing Year: 2006 | Percentage:84.4%

**COMPUTER APPLICATIONS**

* AutoCAD | Pro-E | CATIA | ANSYS | SPSS | MS Project | CRM | MIS| ERP

**LINGUISTIC CAPABILITIES**

* **English** (Read – Written – Spoken)
* **Tamil** (Read – Written – Spoken)
* **Hindi**  (Read – Written)
* **French** (Read – Written)
* **Telugu** (Spoken)

**PROFESSIONAL AWARDS AND AFFILIATIONS**

* Awarded ‘Grade B’ in the Business English Certificate (BEC) Vantage conducted by the University of Cambridge.
* Secured an overall score of ‘7.5’ on a nine-point scale in the International English Language Testing System (IELTS) test.

**REFERENCES**

Available on request.