Name: Syed

[Syed.346879@2freemail.coM](mailto:Syed.346879@2freemail.coM)



Summary: An electrical engineering graduated in 2007. Having 8 years of experience in project sales – Electrical & lighting industry with a Valid UAE / KSA driving license

Key Skills: Project Management & Strategic Planning, switch gear, cables, lighting expertise (indoor & outdoor), Substation Lighting, Voltage optimization.

1. Professional Experience: AL GHANDI ELECTRONICS -**March 2015 to till Date:**

Project Sales Engineer:

Established in 1984, **Al Ghandi Electronics -PHILIPS LIGHTING-** emerged out of the vision of the United Arab Emirates - Dubai in particular - growing to be a vital business and tourist center of the Middle East. Primarily aimed at catering to the strong electronics market, Al Ghandi Electronics assumed the highly responsible role of distributor to some leading electronics brands of the world.

Job Skills

Project Sales Engineer:

* Complete product line responsibility (product, promotion, pricing, and channels) for a defined portfolio of products.
* Constant interaction with Government Bodies Like RTA/DEWA/SEWA/DM, End Clients, Architectures, Consultants,

Main Contractors, MEP Contractors, Sub Contractor, Many Manufacturing Units & Warehouses.

* Maintaining intimate knowledge of the Products & Basic Knowledge of DAILUX 4.12.
* Prepare Quotations base on drawings, prepare technical submittals and compliance statement for approval purpose.
* Follow-up with warehouse on the progress of delivery schedule.
* Developing and implementing product line growth strategies (new/existing customers, market penetration, channels).
* Monitor and drive marketing communication needs for product lines.
* Maintain high level of applications knowledge by continually improving knowledge and know-how related to a defined portfolio of products.

2. Professional Experience: **From May 2013 to February 2015.**

Designation: Assistant Manager-Projects–Engineering and Projects Business unit (High mast/Street lighting) at

**BAJAJ ELECTRICALS LTD** at Bangalore, Karnataka-INDIA.

Job Skills

* Work to achieve entire Project sales with SITC- (Supply installation testing and commissioning) High mast and street lighting & Plant and industry lighting.
* Constant Interaction with the Electrical Consultants, Builders, Contractors ,Architectures,Landsacpe consultants and End users to get the precise Project requirement to accomplish monthly/Annual sales target
* To prepare tender documentation queries to consultants/clients to confirm and collect any missing data including; shipping costs, insurance, and any regional requirements.
* Managing complete territories assigned by the Area Manager & driving the sales development within the region.
* Develop strong relationship/Bond with the Clients and to provide them assistance on their quires.
* Seek, recognize, and solve problems to achieve unit objectives & monitor the market and to check on the competitors activities.
* To introduce new products & monitor sales of products regularly.
* To execute the distribution plan of the territory and to generate sales as per the target.

3. Professional Experience: **From July 2009 to April 2013**

*Project Engineer* In Al Abdulkarim Holding Company –

AL ABDULKKARIM HOLDING (A.K.H) Company is one of the largest importers and distributors of electrical materials in KSA.

Job Skills

* Estimation of the projects and preparation of the relevant technical and commercial documentation while working in close coordination with the sales to ensure project acquisition.
* To participate in tenders (source: Saudi tenders magazine) and prepare tender documentation queries to consultants/clients to confirm and collect any missing data including; shipping costs, insurance, and any regional requirements.
* Frequent visit to the site for inspection and survey.
* To check the project specification & prepare Compliance & produce technical Submittal for each project.
* Prepare rough project schedule by studying the project proposed scope to ensure smooth project management.
* Proposing Effective Proposals for perusal of P.O’s
* To interpret and follow Company tendering processes and procedures to ensure all aspects of tenders are met including relevant discipline codes and standards.
* Knowledge of International Standards like UL/NEC/NEMA, BS/IEC & *SEC/ARAMCO/SABIC standards in KSA*
* Explore alternative materials and methodologies by coordinating with Manufacturers & suppliers to ensure cost effective proposals.
* Working with the Stock system (ERP) of the Company and arranging the stock as per the client’s request.

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\_\_\_\_ 4.Professional Experience: **From February 2008 to June 2009**

Quality control engineer –ELECTRICAL

Company: Switch Gear and Control Technics pvt ltd. (In partnership with Schneider electric); Location Bangalore, India.

Job Skills:

* Hands on Experience in Installation, Commissioning & Testing of HT/LT Panels.
* Suggesting the changes needed to enhance productivity.
* Spot checks made to improve Quality.
* Train, develop, prepare and educate the production team.
* Skilled in Electrical drawings, Preparation of Tender documents & BOQs.
* Fault rectification of control circuit of MCC panel.
* Root cause analysis for error and counseling the personal to overcome some Errors.
* Hands on experience of fault analyzing, troubleshooting, maintenance & protection of distribution system.
* Testing of feeder Trays, Configuring LTMR, and SEAPAM Relays.
* Complete routine test of MCC (Motor Control center) & PCC(Power Control Centre)

Educational Qualification

* **Bachelor of Electrical & Electronics Engineering (Year of pass 2007)**

College : BNM Institute of Technology, Bangalore, Karnataka State.

University : Viswesvaraya Technological University (V.T.U)

* **Pre-university (PCMB)- P .U board Karnataka (Year of Pass 2002)**

College : B.H.S first grad College,Jayanagar,Bangalore.

* **Schooling** – S.S.C from Bangalore High School (year of pass 2000), Bangalore.

Training Courses:

* PHILIPS LED Certified, C, C++, Mat lab, AUTO CADD 2009 from micro genesis & CCNA.

Additional Qualification:

Computer Literate- MS Office, Windows operation systems.

Personal Details:

D.O.B : 22/08/1983

Nationality : Indian

Marital Status : Married

Driving License : Holding Valid KSA/UAE/ INDIA License.

Language Proficiency

Native in Urdu (Read, Speak), English. (Read, Write & Speak), Arabic (Speak).

Kannada (Read, Write & Speak), Hindi (Read, Write & Speak)

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I hereby declare that the information given above is true to the best of my knowledge and I take total responsibility for the information provide.