**Pranesh**



(MBA Oil & GasManagement,BE MechanicalEngg.)

Pranesh.347443@2freemail.com

**JOB OBJECTIVE**

An Accomplished & Passionate Sales Professional looking to leverage **7.5 Yrs**. of Rich work Experience in Engineered Products,Pump Packages etc. Specialized in Account Management, Consultative Technical Sales, Tendering & Complex Proposals, at Managerial Position with a Reputed Equipment Manufacturer.

**PROFESSIONAL SNAPSHOT**

1. Four(04)Yrs. of Technical Sales Experience inGCC, Iraq,and Iran & AfricaPetroleumMarket. Over 7.5yrs. of Total Industry Experience in Steel, Water & Petroleum Sector.
2. The Products dealt in – Design, Engineering, Fabrication & Supply of- Process Skid Packages, Pig Launcher & Receivers, Pump Packages, Twin Screw Pumps, Valves&Tank SafetyEquipment’s.
3. Business Achievements -Prestigious Projects Won in Middle East & Africa – Petronas Garraf Iraq-**Pig Launchers & Receivers**, **Silencers** for KNPC Gas Train, **FSU-**Orpic Oman, FSU for Hyundai HeavyIndustries, Shell Nigeria – **Pig Traps**, **Piping Spools & Tanks** –Schlumberger, **Pig Indicators**-Tehran Junoob Iran, Water **Surge Vessels** – Akoya UAE, **Fuel Filters- Nigeria,** Tanzania & others. Q.GAS/GASCO/ADCO/ADMA OPCO/QAFCO – forTank Equipment’s.
4. **PUMP Experience**:- 3.5 Years Sales & Marketing Experience of Pumps Packages & Pumps forRefinery, Tank Terminals,Water FiltrationProjects in India.
5. Training & Certifications :- Salesforce1 CRM, Trello, Project Management - PMP Aspirant, Earned 35 PDUs, PRIMAVERA P6 Certification.
6. Well Versed with Industry Standard & Codes: API 650, API 142, API 610 , ISO 13709 ASME, ASTM, NFPA, SIL, ASMEB31.4, 31.8,NACEetc.
7. Witness to Many Site Surveys & Visits- Shell RLNG Terminal, ONGC Oil & Gas Processing & CTF Farms, HPC/BPC Refinery, Marine Oil Terminals, Petroleum Depots & Terminals, and City Gas Distributions Facilities.
8. Went Rigorous Two Years Full Time MBA program (Specialized in Petroleum Management) at University of Petroleum & Energy Studies, Dehradun (May 2009-Mar 2011).

o Extensively Travelled in Middle East, Africa & India.

o Software’s Skills : Sales Force1,CRM,SAP, Primavera P6, MS Excel, SAP, M S Office Suite, SPSS



**WORK EXPERIENCE**

**Sales Manager** **ErgilGroup, Dubai** **Mar’14- Present**



Ergil Turkey is an ISO 9001 Specialized Design, Engineering, Manufacturing & Heavy Fabrication Company-having ASME Stamp-R, S, U,ATEX, UL listing with Client base in over 60 Countries across globe.

* Products: Water Hammer Protection Devices,Pig Traps, Pig Handling Systems, Pig Indicators, ProcessEquipment, OilField Production Facilities, Storage Tanks, Filtersand Tank Safety Solutions.
* Reports to: VP Commercial, Direct Reports :Sales Engineers
* Sales Region: Middle East & Africa.
* **Construction Sector** Major Clients in GCC: AECOM, Arabian Construction Company, Al-HabtoorGroup, Al-Naboodah Constructing, Arabtech Construction, Dutco Tenant, Dutco Balfour Beatty LLC,Wade Adams Contracting, ACTCO ,Galfar, GCC,DAMAC,EMAAR,Nakheeletc.
* **Water Management Sector :**Acciona,Metito Contracting,Pall Corp,Peco Facet,Tecton Ajman,Water Bird LLC,Culligan,EMCO,ADSSC,ADWEA,DUBAI MUNICIPALITY etc.
* **Oil & Gas Sector Clients :** Schlumberger, Petrofac, Petronas, Enerflex, CPECC, Tecnicas, Mott-Mcdonald, ADNOC Group, Puma Energy, Rosen, Rouge, Tecnicas Spain, Exxon Mobil, Penspen, GPS,CB&I,Target Engg,Jondishapour Iran to name a few.

**JobAchievements:-**

* Several **Orders Won** for Prestigious Projects in 2016 –

**Petronas** Garraf Iraq- Pig Launcher & Receivers, Steam Silencers for **KNPC** Gas Train Project , FSU-MSPP Project **Orpic Oman**, FSU for **Hyundai** Heavy Industries, **Shell** Nigeria – Pig Launchers & Receivers, Piping Spools & Tanks –**Schlumberge**r Iraq , Pig Indicators-Tehran Junoob **Iran**,**ADNOC** & others.

* Identified & DevelopedNewBusinesses&Products Lineups in Iran, Qatar & UAE– Internal Floating Roofs,Surge Vessels,UL Listed Tanks – UL48 & UL 142 Tanks.
* **New VendorApprovals** with Major Oil Companies–ADCO,ADMA-OPCO,DubaiMunicipality,ADWEA,Ministry of Electricity & Water, Chevron Nigeria.

**JobResponsibilities:**

* Follow-up & Update Leads, Opportunities in CRM : “SALESFORCE1”,Trello.
* Identify, developand qualify new and strategicSalesopportunities.
* Winning Bid Strategies, Market Intelligence, Good Proposals,Tender Reviews & Risk Identification.
* Planning & Developing Sales Pipeline & Opportunities at Region wise, Country &Accountlevels.
* Increasing Market Share, Developing NewMarket for Existing Products, vice versa.
* Developed & Maintain Key Contacts & Influential Networks with Decision makers.
* Identifying target accounts in which to promote new business and maintain customer contact reports for service and follow-up.
* SalesPresentations,Supportkey industry trade shows, exhibitions and customer events.
* Vendor Registration with National Oil Companies, ADNOC Group, Sabic, Chevron etc.
* Identify, Appoint & Monitor Distributors, Agents & Partners in Different Sales Regions.

**Keywords**- Sales Management, Tanks & Pressure Vessels, Market Entry Strategy, Brand positioning,Market Mapping, Competition Intelligence, Problem Solver.

**Asst. Manager Project Sales Empire Industries Ltd,Mumbai Mar’11- Feb’14**



Empire Industries Ltd, is a 105 yr. Old Public Limited Company, Its permanent employee strength exceeds 1000. One of India’s largest Equipment Trading Organization in Energy, Steel & Infrastructure

Sector.

* **Products** - Process Equipments,Pump Packages,Twin Screw Pumps,DBB Valves etc.
* **Reports to** - GM Oil & Gas, Direct Reports - Estimation Engineers
* **SalesRegion** - Pan India & Middle East.
* **Customers** - ONGC, IOC, BPC, HPC, Reliance, Essar, ToyoEngg, L&T, Mott Mcdonald, NMPT, TataProjects, TCE, Indian Molasses, Aegis Logistics,RCF,Deepak Fertilizers,Hindustan Dorr Oliver,Kalpataru,Mumbai Port etc.

**KeyAchievements** :-

* **Award** for“Best In Market Development for Year 2012-13” by Empire Industrial Equipment.
* NewBusiness Development for LSTK Projects in Storage Terminals valuing over **200** Mn USD.
* Youngest Business Delegate to represent Company in MOUs, Secured Multiple Business Tie-Ups, Contractswith Co.s from US, Europe, M.East& Korea.
* Secured Order for PumpPackages from HPCL,RCF,Reliance,BPCL,EIL,HMEL etc.

**Responsibilities** :-

* GCC & Pan India Region Sales & Marketing Activities.
* Marketing & Sales LSTK ProjectsValves,Pumps,Pump Packages
* Project Tracking - Bulk Liquid Petroleum Terminals, Depots, Upstream Production Assets, Marine Units. In Indian Liquid Bulk Petroleum Storage Industry.
* Secured LSTKProject for Design, Engg. &Supply, Installationof Al. Dome Roofsup toValue $**1Mn.**
* Tender Review& Bidding, ProjectCosting,and techno-commercial Proposalpreparation.
* DevelopStrong Relationship with key Stakeholder’s, client, Principal,Vendors,Sub-Contractors

**Technical Sales Engineer** **Sigma Filtration** **Oct 2008 – May 2009**



Job Deliverables-

* Responsible for Sales & Marketing of Filtration Solutions in Maharashtra Region.
* Marketing for Filtration Solutions for Oil & Gas, Paint, Water, Chemical Industries.
* Cold Calls,Sales Meeting, Technical Presentation to End Users Procurement,Technical Teams.
* Products Include – Cartridge Filtration, Strainers, Air Filters, OilWaterSeparators, Filtration Units.
* Tender Evaluation & Compilationof Techno Commercial Proposals.

**MechanicalEngineer** **Sunflag Iron& Steel Co. Ltd,Nagpur Jul 07 – Oct 2008**



Project Planning & Execution

* Project Planning, Scheduling, Material Planning, Erection, Installation, Pre-Commissioning & Commissioning Jobs of Hydraulic/pneumatic Systems, Air Compressors, Centrifugal Pumps, Heat Exchangers.
* Decommissioningof FurnaceShell,Hydraulics/Pneumatic Systems, etc.
* Trouble Shooting, Testing, and Commissioning of Electric Arc Furnace Plant Operation & Maintenance - Preventive Maintenance, Condition based Monitoring, Planned Shutdowns, GAP Analysis.
* Preventive Maintenance Planning on SAP -MM,PM Module, Implementing Quality System – TPM,5S,Lean Maintenance

**Trainee – City Gas Distribution Green Gas Limited,Lucknow** **May -JUN 2010**



* Study on Natural Gas Sales & Purchase Contracts(GSPA),Gas Transportation Agreements(GTA). o Prepared Summary Model for Gas Supply Contract

o Identified Contract Risks for different Source of Gas supply - RLNG, Domestic.

* Demand Assessment of Piped Natural Gas in Lucknow City for Commercial Establishments.

o Exhaustive Primary data collection, Customer Interaction, Industry Survey.

1. Consumer survey- Commercial Segment, To know the Business Impact of Natural Gas Supply agreements and the suggested PNG demand.

**QUALIFICATION**

* MBAinOil & Gas from UPES Dehradun with CGPA84%ile, passedoutin May 2011.
* B.E (Mechanical)from Nagpur University64.75%, Graduated in 2007.
* HSSC, SSCScored First Class fromC.B.S.E Board passed in 2003.

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| **PERSONAL DETAILS** |  |  |  |
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| Gender | : | Male |  |
| Nationality | : | Indian |  |
| Languages Known | : | Hindi, English,and Gujarati |