**RAJin**

**RAJin.355330@2freemail.com**

**BUSINESS & PRODUCT**

**DEVELOPMENT MANAGER**

**WORK EXPERIENCE**

**MANAGER- BUSINESS & PRODUCT DEVLP. – SCHMIEDEWERK STOOSS AG**

**UNITED ARAB EMIRATES**

**JAN 2016 - PRESENT**

Stooss is a reputed manufacturer of Oil & Gas equipments and other heavy industrial equipments from Switzerland. As a BDM i am not only responsible for developing Stooss’ business in Middle East & African market but also responsible for new product development , sales and project management. Negotiating with clients and acheiving target is the best part of my job. I have obtained a wide knowledge and exposure in Oil & Gas, turbomachinery, and other industrial applications by playing the role of techno-commercial leader.

**PROCESS ENGINEER – PETROCIL ENGINEERS & CONSULTANTS**

**INDIA**

**Nov 2013 – Dec 2015**

Petrocil is an emerging EPC, which is mainly concentrated on downstream Oil & Gas business. As a Process Engineer I was responsible for designing and developing of PFD, P&ID, design philosophy etc. Obtained a sound experience in simulation software, Aspen HYSYS.

**INTERNATIONAL EXPERIENCE**

**EDUCATION**

**CHEMICAL ENGG.**

**BACHELOR’S OF**

**TECHNOLOGY**

2009 - 2013

Chemical Engg. graduate from TKM college of engg. (University of Kerala), a reputed college in Kerala, India.

**University**

**of Kerala**

**TIMELINE**

**PROCESS DESIGN ENGG.**

**PROFESSIONAL CERTIFICATE**

2015

Obtained professional certification in process design engineering from National Center for Labour & Learning.

**National Center**

**for Labour &**

**Learning**

**AREAS OF EXPERTIES**

PRESENTATION SKILL

F O R M U L A T I N G P L A N S

TIME-MANAGEMENT

CLOSING SKILL. E-MAIL M A R K E T I N G

A N A L Y T I C PROBLEMSOLVING

CLIENT NETWORKING. OIL & GAS

PROCESS-DESIGN. CONTROL

PHILOSOP HY

**DRIVING LICENSE**

2009 2008 2009 2010 2011 2012 2013 2014 2015 2016

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **PROFESSIONAL SKILLS** |  | **LANGUAGES** |  |  |
| **NEGOTIATION** | **STRATAGIC** | 100 | 100 |  |
| **PLANNING** |  |
|  |  |  |  |  |  |
| **LEADERSHIP** |  | **65** |  |  |  |
|  |  |  |  |  |
|  |  |  |  |  |

**DESCION MAKING**

**RISK ANALYSIS**

**PROJECT** **GERMAN** **ENGLISH** **HINDI**

**MANAGEMENT**

**UAE** **INDIA**

More info on:

**RAJIN** 65

**BUSINESS & PRODUCT DEVELOPMENT**

**MANAGER**

**PROFESSIONAL ACHEIVEMENTS & PROJECTS**

**SCHMIEDEWERK STOOSS AG**

*IRAN – SIEMENS GAS TURBINE PROJECT*

Acheived the direct project of SIEMENS- IRAN for energy sector in Iran. The net worth acheived was **950,000 €.**

*IRAQ POWER GENERATION PROJECT*

Acquired a long run contract business from an Iraqi based company in UAE (TURBOTIM LLC) for IRAQI MINISTRY OF ELECTRICITY. Worth of the contract: **2.5 million €** for 200 forged AISI 4130 blocks for 1 year

*THE FRANKLIN PROJECT --SHELL*

Achieved business of worth **885,000** **€** to supply forgings for flanges and nipples in one of the SHELL’s latest revamping project

*WELL HEAD EQUIPMENTS – WEIR OIL & GAS*

Achieved a project from one of the renowned Well Head Equipment manufacturers, WEIR Oil & Gas, UAE worth **596,000** **€.**

**PETROCIL ENGINEERS & CONSULTANTS LTD**

*EPF – 60 REVAMP – 180 MMSCFD*

Design of TEG & MDEA unit for revamping project of

Kuwait Oil Company.

*TANK FARM – GHANTOOT NAVAL BASE*

Design & construction of diesel storage tank, distribution network with loading & unloading facility.

**BUSINESS ACHEIVEMENT**

**REPORT 2016**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |

**PERSONAL DETAILS**

NATIONALITY - INDIAN D.O.B - 7 TH . OCT. 1991

SEX - MALE

**MEMBERSHIP**

**SOFTWARE SKILLS**

**ASPEN-HYSYS** **CHEMCAD**

**SOLID WORK**

**E-MACHINE**

**SHOP**

More info on: