**NIRMAL**

[**Nirmal.359542@2freemail.com**](mailto:Nirmal.359542@2freemail.com)

**OBJECTIVE:**

A talented, results-driven engineering professional with 3 years of experience as Sales Engineer

in PLC, SCADA, RTU, Control, Marshalling, Relay, Server, Network, Mimic and Ex-Proof Panels with

Progressive exposure in diversified Field of Construction, Oil & Gas, Process Automation, Civil Sector,

Petrochemical Refinery and Manufacturing Industries. Experience in Sales, Estimation and Materials

Handling. Looking for challenging career which demands the best of my professional ability in terms of

Technical and analytical skill.

**WORK EXPERIENCE**

**Sales Engineer - Jasubhai International FZCO**

**From March 2014 to Present**

**Sales of PLC, SCADA, RTU, Control, System, Marshalling cabinets**

*“Jasubhai Engineering was formed in the year 1967 to provide integrated and single point solutions to the customers with an objective of providing technological edge to them. With offices in UAE, Oman, Qatar and India, company is strategically located to provide customers with innovative technology, industry expertise, and dynamic project and product solutions. Company steadily developed its operations and established different divisions, including Combustion Engineering, Contract Manufacturing, Material Handling, Process Equipment, Process Automation, Oil & Gas Service and Water Technology”.*

**KEY CONTRIBUTIONS:**

* Researched and communicated with prospective clientele – Gave Company presentations to customers and company staff regularly.
* Learned client and system needs by working closely with the company sales team and engineers, collaborating promotions and customer support.
* Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.
* Recommended various improved materials or machinery to customers and clients by showing how these changes and improvements would lower costs and improve performance.

**SELECTED PERFORMANCE HIGHLIGHTS:**

* Searched for and identified potential customers for firm’s products and services.
* Received company training to master product line specifications as quickly and as effectively as possible.
* Provided updates on products and services to clients and company management.
* Estimate different type of panels such as Control, Marshalling, System, Relay, PLC, SCADA, Network and server panels.
* Prepare the Bill of Material with complete cost of panel, which includes PLC, SCADA, Switchgear, Panel, and labor charges.
* Preparing project cost schedule for materials, engineering and commissioning manpower and discussing with management for bid strategy and profit margins.
* Liaising points of ambiguity in tender/ RFQ documents, open points and getting them cleared by customer.
* Coordinate with finance department for arranging necessary financial documents like bid/ tender and advance bank guarantees.
* Issuing RFQs to suppliers and negotiating with them for better pricing and product support.
* Providing support to customers for any technical queries and price negotiations.
* Evaluation of tender documents and preparation of technical and commercial proposals based on customer requirements & company products by pre-defined and pre-agreed timescales.
* Engage and follow-up with customers and front end sales to prepare win/loss analysis and to develop winning solutions to maximize order intake and provide feedback including competitors' analysis.
* Follow up with the customers with respect to quotation & any amendments.
* Visiting site for understanding customer’s requirements & attending pre-bid meetings.
* Prepare technical and commercial bid, follow up until finalization.

**EDUCATION**

**B.E. (ELECTRONICS & COMMUNICATION) 2013**

G.K. Bharad Institute of Engineering

Rajkot; Gujarat Technological University; 60%

**XII (H.S.C.) 2009**

Gayatri Vidhyalaya,

Ahmedabad; GHSEB; 60%

**X (S.S.C.) 2007**

Satyam Vidhyalaya,

Ahmedabad; GHSEB; 81.57%

**PROFESSIONAL SKILLS**

Having hands of experience to quote for PLC, SCADA, System, Marshalling panels.

Familiar with Hazardous area solution, ATEX Certification

Operating Systems : Windows XP, Seven, Eight, Ten

Tools : Oracle, MS office

**DECLARATION**

I hereby declare that all the information mentioned above is correct and to the best of my knowledge and

Bear the responsibility for its correctness.