**RESUME**

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**PHILIP MATHEW ,**

**FLAT NO. 100/ 5A**

**HOR AL ANZ**

**ABU HAIL**

**DUBAI**

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 **Objective .**

 To accelerate my pace towards the growth of the organization by riding on my strength and to make innovation with my talented skills.

 **Experience .**

|  |  |  |  |
| --- | --- | --- | --- |
| **Sr No.** | **Company Name** | **Designation** | **Duration** |
| 1 | Test Equipment Distributor | Sales & Business Development Engineer | December, 2016 - Present |
| 2 | SCR Elektroniks, Mumbai | Business Development Executive | August 2013 - November 2015 |

**Confidential : Leading Test Equipment Trader, (DUBAI)** December, 2015 - Present

The firm is one of the leading Supplier of Testing Equipment and cater to Industries such as LED Manufacturers, Construction, Oil and Gas, MEP, etc.

* Job functions are to bring in new customers through Phone calls, E- mails, Social Networking websites, Exhibition and personal visits
* Prepares technical quotations to be given to the customer and follow up.
* Once an order has been placed by the customer, work with all the other departments to complete the order in the specified time period.
* Follow up with all the inquiries coming on website through mail, phone calls, personal meetings and send quotations to them.

**SCR ELEKTRONIKS (MUMBAI) (**August, 2013 - Present)

SCR Elektronik is India’s one of the oldest Testing Equipment Manufacturer and cater to Industries in almost all Electrical Sectors. Some of the major Test Equipment would be High Voltage Testers upto 100KV, Voltage Dip generator, LED Testing Panel, LED Driver testing panel, Switchgear testing, etc

I have had a good experience and knowledge in

* Test standards like IEC, IS, ASTM, UL for testing of LED Lighting
* Have practical knowledge of testing with Electronic Drivers (CC & CV), LED PCB’s, Power Supplies, etc
* Understands complex circuit diagrams
* Experience of working with PLC’s. Micro Controller Module.

**Business Development, Product Development and Marketing Profile**

* Have experience to generate sales leads through E-Marketing, Exhibitions, Personal Visits, etc.
* Always tries to generate demand in the market rather than forcing the customer to buy the product.
* Have a good knowledge of the market conditions and uses it to generate leads

**PROJECT RESEARCH EXPERIENCE**

**Project-1 (new invention)**

**Title: Advanced audio mute system over mobile phone**

**Project-2**

**Title: Design of electronic bus station board in public traffic system**

**Academic Qualifications**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Qualification** | **Year of passing** | **Board** | **College/Institute** | **Marks** |
|  **BACHELOR OF ENGINEERING****(Specialization : Electronics and Communication)** |  **2013** |  **Anna University** | **Rajiv Gandhi college of Engineering,Sriperumbudur , Chennai** |  **70%** |
|  **12th** | **2009** | **ISC** |  **St.Peters College,Agra** | **85.4%** |
|  **10th** | **2007** | **ICSE** | **St.Peters College,Agra** | **87.6%** |

* Has Participated and **won 2nd Place in Project Presentation** Event in National Level Technical Symposium at RAJIV GANDHI COLLEGE OF ENGINEERING.
* Has won **first prize in state level interschool chess competition.**
* Has won **2nd prize** in TN **state level open chess tournament**.

**Personal Skills**

* Good in creating Designed Brochures and Catalogues
* Have a good knowledge in MS Office.
* Always tries to self improvise in all aspects.
* Have good communication skills
* Believes in “Hard working in a Smarter way”

**PERSONAL DATA**

**Fathers Name** : LATE Mathew Philip

**Date of Birth** : 23rd OCT 1990

**Age**  : 26 yrs

**Marital Status** : Single

**Nationality**  : Indian

**Languages known** : English, German, Hindi, Malayalam, Tamil

**Driving License(UAE)** : Yes

**Declaration**

I hereby declare that the particulars of information and facts stated here above are true and complete to the best of my knowledge and belief.

 **Place**: MUMBAI **PHILIP MATHEW**