**ABDUL**

[**ABDUL.366920@2freemail.com**](mailto:ABDUL.366920@2freemail.com)

# CAREER OBJECTIVE

To work in an Organization where I could use my knowledge and skills to actively participate in a challenging work environment and contribute for the growth of the company.

# PROFESSIONAL EXPERIENCE

**Sales & Business Development Engineer (April 2014 – April 2017)**

**Connect Switchgear Assembly L.L.C, Abu Dhabi - UAE**

**Responsibilities:**

1. Establishing and Maintaining the relationship with new and existing clients.
2. Getting Enquiries by visiting the Ongoing projects sites and also by search of clients and meet them to get enquiries.
3. Attending the Techno-Commercial Meetings, Negotiating the price and Finalizing the orders for the company.
4. Co-ordinating with Design team for submission of Technical Submittal and with the contractor to get approval from Consultant.
5. Follow up with Project team for the delivery inorder to meet client’s required and committed date.
6. Follow up for payment with the clients based on approved credit terms.
7. Preparing Daily report and Weekly report for the Management and attending the Internal Weekly Sales Meeting.
8. Vendor Registration works in Government, Private sectors and Consultants.
9. Updating Company Projects List and Archiving the Submittal approvals on Weekly basis.
10. Project Execution and Project Management.
11. Excellent Knowledge in ERP Software, Procurement and Estimation.

**Authorities Regulation Experience:**

Abu Dhabi Distribution Company (ADDC), Federal Electricity & Water Authority (FEWA), Dubai Electricity & Water Authority (DEWA), Command of Military Works (CMW), Critical Infrastructure & Coastal Protection Authority (CICPA) and Emirates Global Aluminium (EGA).

**Hardware Testing Engineer (July 2012 to November 2013)**

**ZAS Tele Solution Pvt. Ltd., Bangalore**

**Responsibilities:**

1. Flashing of GPS tracking modules and Biometric devices and then to Test and Certify for New Installation.
2. Visiting the allotted projects site for the Installation and Maintenance of GPS modules and Biometric devices.
3. Monitoring various parameters of vehicles and generating the daily report regarding the movement of vehicles.

# EDUCATIONAL QUALIFICATION

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| --- | --- | --- | --- | --- |
| **Course** | **Institute** | **Board\University** | Year ofPassing | **Aggregate%** |
| B.E(ELECTRONICS AND COMMUNICATION) | B.S.Abdur Rahman Crescent Engineering College | Anna University | 2012 | 6.21/10 |
| Higher Secondary Certificate | S.V.N Higher Secondary School | Tamil NaduState Board | 2008 | 87.58% |
| Secondary School Leaving Certificate | Seyad Residential School | Tamil Nadu Matriculation Board | 2006 | 76.90% |

# TECHNICAL QUALIFICATION

Obtained Post Graduate Diploma in Industrial Automation (PGDIA) from Technocrat Automation Pvt. Ltd, Chennai with 8 months Hands on Practical Experience in Industrial Automation tools specializing in Programmable Logic Controller, Supervisory Control And Data Acquisition, Distributed Control System, Human Machine Interface & Variable Frequency Drives.

# PROFESSIONAL STRENGTH

1. Strong skills in Time management, prioritizing tasks and meeting deadlines.

2. Positive Attitude and Self Motivated professional.

3. Excellent English Communication skills.

4. Capable of working independently or as part of a team.

5. Sound Knowledge in MS Office.