

KIRAN

[Kiran.368248@2freemail.com](mailto:Kiran.368248@2freemail.com)

AREAS OF EXPERTISE

 Designing of Solar systems  Designing of Water pumps  Multi-channel production control

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| --- | --- | --- | --- | --- | --- |
|  | Aiding in inventory control |  | Strategic planning |  | Client retention/Execution of |
|  |  |  |  |  | loyalty programs |
|  | Quality assurance |  | Production planning |  | Staff management |

CAREER CONTOUR

Project Manager, Techno Tech, Hor Al Anz, Dubai June 2016- Till date

Assessment and monitoring of the regional market (continual evaluation of prestigious projects in countries outside UAE to assess feasibility of execution and reporting to the upper management), understanding the relative industry trends and adjusting sales and marketing strategies accordingly were duties that I absorbed (from the management) upon projecting my ability to take on and execute additional responsibilities. The responsibility of training fresh employees was delegated to me upon projecting my ability to immediately and effectively grasp technical information and impart them in the same manner.

Project Engineer, Fast Solutions, Al-Qusais, Dubai August, 2013- June 2016. EXPERIENCE

Recruited to achieve revenue targets through the development of alternative and direct customer channels in prominent Emirates supporting construction development such as Dubai, Abu Dhabi, Sharjah and Fujairah, while pushing for product awareness and market development in the other Emirates.

Major accomplishments:

Boosted sales revenue of existing customer channels by executing client retention programs and further conversion of these customer channels into core customers.

Experience in working for clients like DEWA, Hilton Hotels, and U.A.E. Defense & Major Contractors.

Responsible for growth of core customers in previously unfocused emirates (Personally responsible for adding 10 core customers from the mentioned parameter).

Successfully converted existing and newly identified customer channels to utilize core products, thereby comprehensively increasing bottom line.

Product list:

Packaged pump sets (Transfer, Booster, Sump, Chilled Water & Circulating Pump set). Heating system(Solar Water Heaters)

Water meters & Heat meters(BTU)

Working with major integrators of water meters such as Siemens, Honeywell & Johnson controls.

Successful in crossing set targets to be met in the last two out of three years of employment. Succeeded in maintaining profit margin considering annual cumulative business executed.



Successfully trained and mentored two of the top performing sales engineers who are now working at a senior level.

Site Engineer, Al Sayyar Electro Mechanical Dubai

Client: MEYDAN PROJECT

Establish and review plans to ensure that all work is done on time. Estimation

Quantity Analysis

Checking of all parameters necessary to support work.

Implementations of cost effect corrective actions.

Make detailed, short range operational plans. Reviews performances of workers.

Makes specific task assignments.

Project ownership for engineering changes.

Manage preventive maintenance and routine inspection activities.

Allocation plans for man power depending on the requirements.

TRAINING ATTENDED

Training from the manufacturer for Water Meters & Heat Meters commissioning with M-Bus communication protocol. Attended two day training Scientechnic, Siemens to further my knowledge of plumbing automation products.

Was part of a one month training at Fast Forward Engineering Division for the comprehensive understanding and implementation of

selection and calculations with-reference-to packaged pump sets and Solar systems.

SCHOLASTICS

2008-20012

B.E Mechanical Engineering

CMJ, INDIA

2012

NDT & QC.

IT FORTE

MS Office

MS Outlook , SAP

Z WCAD, AUTO CAD

PERSONAL DOSSIER

Date of Birth : 17th November 1989

Language Known : English, Hindi, Malayalam, Tamil. Visa Status : Valid Residence Visa

I hereby declare that the informatio n furnished above is true to the best of my knowledge and belief.

KIRAN