**LOGESHWARAN**

Email: logeshwaran.370007@2freemail.com

**OBJECTIVE**

With4years of experience in the HVAC Industry, looking for a challengingand demanding position in HVAC Systems/ProjectSales, Estimationin HVAC/ Electro-Mechanical consulting, contracting, construction organizationwhere there isanample scope for individual and organizational growth.

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| **PROFESSIONAL SKILLS** |
|  | Extensive experience as a marketing and sales professional representing multiple brands in the |
|  | industrial and commercial marketplace. |
|  | Proficient in developing customer andsupplier relations at all levels of the distribution channel. |
|  | Sound knowledge on range of Air-Conditioning Equipment’s like VRF Systems, DX Systems (Wall |
|  | Mounted, Cassette, Ducted and Package) & Chilled water systems. |
|  | Preparingcompetitivetechnical and commercial proposals for HVAC Systems complying with |
|  | Internationalstandards andprojectspecifications. |
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| **EDUCATIONAL QUALIFICATION** |  |  |
| **Bachelor of Engineering** |  | July 2009 – May 2013 |  |
| Thiagarajar College of Engineering,Madurai, Tamil Nadu, India |  |  |
| Mechanical Engineering as major subject, completed course with CGPA 7.79 | July 2007 – April 2009 |  |
| **Higher Secondary Examination** |  |  |
| Cheran Matriculation H.S.S, Karur, Tamil Nadu, India |  |  |
| Mathematics, Physics, Chemistry and Computer Science as major subjects in addition to Tamil and English |  |
| as Language Papers. Passed out with 95.25% as overall percentage. | June 2006 – April2007 |  |
| **High School – 10th Grade** |  |  |
| Little Angels EnglishH.S.S, Karur, Tamil Nadu, India |  |  |
| Passed out with85.28% as overall percentage in ICSE (Indian Certificate of Secondary Education) |  |
| **IT SKILLS** |  |  |  |
| 1. | Drafting | :AutoCAD 2016 |  |  |
| 2. | HVAC Tools | : Carrier-HAP4.50, Mcquay Duct Sizer, Mcquay Pipe Sizer, Beta |  |
| 3. | Performance, Carrier-Psychometric Chart. |  |  |
| Application Software | :MS Office 2013 |  |  |
| 4. | Operating Systems | :Windows (7, XP, 8) |  |  |

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**PROFESSIONAL HISTORY**

Organization:

Designation: Sales**Gneral**&TenderingEngineer**Electric&Trading Co LLC(Genetco), Muscat, Sultanate of Oman.**

Tenure: January 2016 till present

***Responsibilities:***

|  |  |  |
| --- | --- | --- |
|  | Responsible for selling of York & Gree Air Conditioners. |  |
|  |  |
|  | Creating new customers as well as maintaining a healthy relationship with existing ones. |  |
|  | Selling of air conditioners ranging from Hiwall, Ducted, Cassettes, Package, AHU’s & VRF Systems. |  |
|  | Managing different types ofaccountslike owners, main contractors, MEP contractors,consultants |  |
|  | and government authorities. |  |
|  | Making technical presentations and demonstrating how a product meets client needs. |  |
|  | Responsible forgenerating enquiries bycold calling, from consultants & main contractors. |  |
|  | Design& Builtof HVAC system based on client’s requirement and equipment availability. |  |
|  | Preparation of Tenders based on tender documents, drawings & specifications ensuring the |  |
|  | timely submission of proposals. |  |
|  | Raising pre-bid queries & attendingpre-bid meetings with clients, consultants & main |  |
|  | contractors. |  |
|  | Quantification of HVAC equipments, air terminals & ventilation equipments ensuring zero error |  |
|  | on the equipmentcount. |  |
|  | Floating enquiries to the suppliers &evaluation of vendor’s technical & commercial proposals to |  |
|  | ensure proper cost competitive offer. |  |
|  | Review quotations to verify they meet project requirements with appropriate clarifications/ |  |
|  | exceptions. |  |
|  | Continuousfollow up for the submitted proposals to know the status of the projects. |  |
|  | Negotiatingwith clients by discussing the lead time for the machines, payment terms & |  |
|  | highlightingthe variations/comments if any with the focus on customer satisfaction. |  |
|  | Preparation of Agreement & Material Approval Submittal (MAS) once the order is finalised. |  |
|  | Handing over & co-ordination with site engineers, vendors and contractors for project execution. |  |
| Organization: **VAC Design Engineers Private Limited, Chennai, India.** |  |
| Designation: Sales Engineer |  |
| Tenure: December 2013 to December 2015 |  |
| ***Responsibilities:*** |  |
|  | Responsible for selling of Bluestar Air Conditioners. |  |
|  |  |
|  | Developing new relationships and nurturing the existing client. |  |
|  | Responsible for generating leads on new projects or expansionof existing projects. Bringingin |  |
|  | enquiries by cold calling, from consultants, contractors&project management consultants. |  |
|  | To continuously look out for information on new market opportunities, competitors & converting |  |
|  | potential customer for long term business. |  |
|  | Interacted directly with customers to ensure client requirements had been met. Providing |  |
|  | technical expertise related to the customers system with a focus on customer satisfaction. |  |
|  | Conductinginitial project surveyby visiting site& study indetailall designs and drawings once |  |
|  | the enquiry is received. |  |
|  | Responsible forheat load calculation, preparing bill of quantities (BOQ) & equipment schedule as |  |
|  | per the drawings & specifications. |  |

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Study/Review of tender documents such as specifications, scope of works, drawings, BOQ etc for

 proper estimation.

Floating enquiries to the suppliers &evaluation of vendor’s technical & commercial proposals to

 ensure proper cost competitive offer.

Raising pre-bid queries & attending pre-bid meetings with clients,consultants & PMC’s.

 Preparation of tenders based on tender documents, drawings & specificationsensuring the

 timely submission of proposals (Technical & Commercial bid) .

Knowledge on VAT, CST, Service Tax , SEZ & STPI benefits and ensuring proper cost estimation.

 Handing over the details oftenders, preparing technical submittal for execution to the project

 team.

**PERSONAL DETAILS**

|  |  |  |  |
| --- | --- | --- | --- |
| Gender |  |  |  |
|  | :Male |  |
| Age |  | :25 |  |
| Date of Birth |  | :27.09.1991 |  |
| Nationality |  | : Indian |  |
| Marital status |  | :Single |  |
| Languages Known | :Tamil, English, Hindi |  |
| Email Id |  | : logeshwaran.370007@2freemail.com |  |
| Declaration: | I hereby declare that above written particulars are true to the best of my knowledge and |  |
| belief. |  |

Logeshwaran

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