**JITHIN**

Email ID: jithin.383245@2freemail.com

More than 12 years of rich experience in the fields of Sales & Marketing, Business Development, Steel Structural Fabrication, Maintenance, Production and Quality Control, Document Control, Administration and Management Control

targeting for assignments as **Techno-Sales and Marketing, Business Development & Administration, Mechanical** **Engineering/ Project Engineering/Site Engineering** professional with an organization of repute.

**Executive Profile**



Skilled in various industrial activities as technical sales of material handling equipments, water treatment systems, power and hand tools, production & quality controls, business developments and administration work.



Strong qualifications in materials management and proficiency in development of global sourcing strategies, and analytical assessment, to strengthen effectiveness.



Proven capabilities in designing innovative marketing strategies to generate desired resonance across potential market segments. Innate strengths in identifying & developing potential accounts and retaining their business association.



Served as an In-house Maintenance Engineer for factory which consists of a US-made Fully Automated Wooden Pallet Manufacturing machine, German KAESER Screw Compressor, 5-Head Wood-Mizer from Poland, Heating Chamber from the US amongst other machines.



Perfect Team Manager having procurement management expertise, leadership skills, analytical thinking and problem-solving orientation, decision-making & sound judgment skills and effective communication motivation skills.

**Key Impact Areas**

Technical Sales Planning

Mechanical Engineering

Maintenance Management

Procurement/Materials Management

Business Facilitation/Technical Support

Strategic Sourcing Initiatives

Project Management

Site Management

Demand Planning & Forecasting

Business Development

Resource Utilization and Management

**Key Skills**

Communicator Collaborator

Intuitive Innovator

Analytical Motivator

Leader

Creative Planner

Team Builder

**Education & Credentials**

|  |  |  |  |
| --- | --- | --- | --- |
| 2006 |  | 2002 |  |
|  |  |  |  |
| B.E. (Mechanical), Anna University, | Diploma in Mechanical Engineering, State Board of |
| Chennai, India | Technical Education, Govt. of Kerala, India |

**Professional Experience**

**Since Jul’17: GoodLifeUV, Maharashtra, India as Sales & Marketing Engineer**

**Jul’15 – Jun’17: United City Services LLC, Salalah, Sultanate of Oman as Business Development Engineer (EPC)**

**Nov’10 – Apr’15: Omar Mohammed Ali Bawain Trading Co., Salalah, Sultanate of Oman as Project Engineer (Mechanical)**

**Key Result Areas:**

**At GoodLifeUV, Maharashtra, India**

Serve as part of a team that establishes all Technical criteria for Commercial and Industrial Water Disinfection projects.



Accountable for preparation of AutoCAD drawings for products.



Interface & coordinate with the Technical/Production team for modifying/creating new models.



Primarily responsible for formulating and creating cold sales calls and introducing about our innovative Water Disinfection system with advance UV Technology.



Contributing team member for preparation of Sales Presentations for large projects as well as for the Product Exhibitions. Build and nurture relations with new and existing customers to check on the product requirements and provide satisfactory sales service.



Extend necessary assistance to prepare and update detailed techno-commercial offers and follow-up with the end user till the receipt of the purchase order/feedback.



Apply sharp analytical abilities to manage and interpret customer requirements.



Undertake responsibilities of new account development and existing client base management with direct customer contact, establishing executive relationships within client base, communicating product offerings and business strategies, creating demand and leading customer discussions to advance the sales process.



Regularly attend techno-commercial meetings with the Sales Team and support them in closing the deals.



**Highlights:**

Appreciated for analyzing existing and potential markets to identify and secure business development opportunities.



Distinction of delivering convincing oral and technical sales presentations to clients for development of business.



**At United City Services LLC, Salalah, Sultanate of Oman**

Capitalized on the opportunity to secure the newly created role in the company.



Solely responsible for developing and executing the business development plan.



Tasked with planning, organizing, directing, controlling and evaluating the activities and operations of the organization. Steered development and implementation of policies, standards and procedures for the engineering and technical work performed in the company.



Liaised extensively with clients to prepare specifications, explained proposals and presented engineering reports and findings and initiated new business ventures in Pipe-Line, Petrochemical & Cement production industries. Judiciously recruited personnel and oversaw development and maintenance of staff competence in required areas.



Created and established a system to enhance the effectiveness of investments.



Deal with all aspects of preparation of Pipe Line drawings in AutoCAD & coordinated with the fabrication & erection team.



Endorsed the company brand to key customers, ensuring their knowledge was current and appropriate.



Utilized strong skills in writing up concise, value-based sales proposals, sales reports, activity reports and revenue forecasts.



Set a high standard of accomplishment in completing all documentation and administrative records.



Employed strong skills in creating added value for the customers by using effective sales techniques and analyzing customer requirements and determining technical feasibility.



Kept a close eye on competition so as to identify and make a list of company’s product features that helped differentiate, add value and enhance sales.



Proven instrumental in system design, technical support, project management, installation supervision, testing & commissioning to make sure that all the requirements were fulfilled in an efficient manner.



Catalyzed business growth with constant impetus of strategic initiatives across diverse functional domains.



**Highlights:**

Successfully led the technical team to generate a turnover of over 200% in just 6 months.



Achieved milestone in building business in new markets and areas, developing business relationships through networking.



Demonstrated ability to win and retain long-term high quality clients as well as recurring business.



Displayed credentials in ensuring that projects were financially viable, ability to react quickly to emergency situation or new customer requirements.



Boosted sales by evaluating ideas and suggestions for new products, investigating market opportunities and effect on market for present products, and recommending exploitation of economically attractive products.



**At Omar Mohammed Ali Bawain Trading Co., Salalah, Sultanate of Oman**

Overall responsible for managing complete projects related to Sales and Service of Over Head Cranes, Power Tools, Industrial Equipments, Scaffolding & other Fabrication jobs.



Regularly conducted on site visits and provided evaluations as needed and met with the customers.



Diligently prepared concept AutoCAD drawings along with business proposals.



Used exceptional interpersonal skills to attend management meetings, final meetings, collection of Purchase Orders and follow-up with the Supplier/Manufacturer.



Industriously planned material purchases local and international and collected Payments and follow-ups as needed.



Prepared documentation related to the projects.



Led and managed staff and accounts related to division.



Full responsibility for timely/periodic preventive and breakdown maintenance, minimizing production down time.



Provided assistance to the Production team with new/modified AIR/GAS pipeline design and installation.



Managed resources while creating estimates for the projects, work breakdown structures, project plans, contingency plans and schedules, identifying risks within defined scope, quality, time and cost constraints.



Implemented planned, predictive and preventive maintenance practices to maximize uptime of instruments for prolonged service life.



**Highlights:**

Lucratively organized the functioning of the Team from its budding stage.



Pioneer in coordinating with local and International customers/suppliers.



Exhibited dexterity in maintenance team leader qualities.



Demonstrated document control experiences.



Drove the efforts for carrying out defect analysis/rectification and trouble shooting.



Devised effective strategies for preparing daily report and follow ups.



**PREVIOUS EXPERIENCE**

**Apr’10 – Oct’10: Oman National Engineering & Investment Co., Salalah, Oman as Maintenance Supervisor (MEP)**

**Sept’07 – Feb’10: Jawharat Al Fanar, Salalah, Oman as Plant Engineer**

**May’07 – Aug’07: Sutherland Global Services, Cochin, India as Business Processing Executive**

**Jul’06 – Dec’06: Quality Evaluation & System Team Pvt. Ltd., Bangalore, India as Inspection Surveyor (Mechanical)**

**May’04 – Jun’04: Vajra Rubber Products Ltd.,Thrissur, India as Plant Trainee**

**Oct’02 – Jun’03: BPL Telecom Pvt. Ltd., Palakkad, Kerala, India as Diploma Technician Apprentice**

**TRAININGS/CERTIFICATION/ COURSES**



ASNDT Level 2 Certified holder in Penetrate Testing, Magnetic Particle Testing, Ultra-Sonic Testing & Radiography Testing. Pro-Engineer wildfire 2.0



AutoCAD Level 1 & basics of Level 2



Operating System – Windows 98, XP



Tally.ERP 9



Power Tools Service Training from DEWALT, Dubai, 2013



Tehno-Sales Training from S. Cranes, India, 2010



Machinery Operation Training from Fujian Quangong Machinery Co. Ltd., China, 2007

**ACHIEVEMENTS**



Acknowledged for initiative and rapid progress and promoted to Business Development Engineer from Project Engineer in 2016 at United City Services LLC, Oman.



Appraised & bestowed with the best employee award of the year in 2009 at Jawharat Al Fanar, Oman.



 **PERSONAL DETAILS**

**Date of Birth:** 13thDec, 1983

**Nationality:** Indian

**Languages Known:** English, Hindi, Malayalam, Tamil, Telugu (Basic) & Arabic (Basic)

**Visa Status:** Visit Visa