**Orlando**

**Email:** **Orlando.391462@2freemail.com**



**Sales  Marketing & Business Development Professional: Oil & Gas**

Strong track records of extraordinary performance in fiercely competitive scenarios

**CAREER SYNOPSIS: Proactive, diligent and result-oriented** top ranking professional, contributing insightfulexperience of over **20+yrs** in Sales & Rental of Oil & Gas Equipment. Currently working with Petrotec FZCO- Jebal Ali, Dubai-UAE as Sales & Marketing Manager, possessing valuable insights, keen analysis and team approach to implement best practices used in organizing business, adept at working in high pressure environments with strict deadlines and multiple deliverables.

* **Demonstrated expertise** in identifyingclients’ needs of Hydro-pneumatic Test & Control equipment andgiving inputs for design of such equipment to the design engineer
* **Hands-on experience** in offering quotes & estimation of Test & control units & aiding in procurement of thevarious components for manufacturing
* **Strong experience** in Oil & Gas field to identify the prospective buyers, identifying credit-worthy clientele &payment follow up and negotiating sales with sizeable profit margins
* **Successfully generated** big database of satisfied customers and contacted firms to get the leads on theincoming Projects
* **An Out-of-the-Box** thinker with a flair for charting out marketing strategies and contributing towardsenhancing business volumes & growth, achieving revenue and profitability norms.
* **Proficient in striking perfect coordination** with all involved agencies for ensuring bottleneck-free workexecution. Prolific team builder and trainer having ability to integrate team efforts to achieve maximum work efficiency
* **Articulate communicator** and motivator who can work with multinational teams and fluently speak thelanguage of both people and technology. Possessing smart, pleasant and impressive personality

*Seeking challenging managerial position of Manager in Oil & Gas domain for managing Sales & Marketing and New Business Development in the field of Test & Control systems or Hydraulic workover units with organization of repute, demanding high standards of quality and precision, bringing the following transferable skills:*

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| ▪ Vision & Strategic Planning | ▪ | Business Development | ▪ | Sales and Marketing |
| ▪ | Operations Management | ▪ | Competitor Tracking | ▪ | Negotiation |
| ▪ | Marketing Research | ▪ | Customer Relationship Management | ▪ | Training & Development |
| ▪ | Brand management | ▪ | Team Management | ▪ | Problem Solving |



**PROFESSIONAL EXPERIENCE**

**Petrotec,FZCO , Jebal Ali , Dubai**

Sales & Marketing Manager

May 2015 to May 2019

**Key Responsibilities**:

* Heading and managing a team of three members and reporting to the General manager
* Guiding the trading department in quotes & preparing bids for the newly started division viz. Test & control Systems viz. High pressure units , ESD & actuator systems , Remote Pressure test bays etc.
* Opened up new accounts for the in-house fabrication department capable of making tanks & process piping, control panel frames viz. WHCP,CIS,PTP etc.
* Guided sales persons in opening new accounts in water-jet cutting and CNC machining dept. (manufacture of parts & components) .

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**CheckPoint pumps & systems , Jebal Ali , Dubai** **July 2012 till April’15**

Sales Manager

**Key Responsibilities:**

* Heading and managing a team of three members and reporting to the Managing Director

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Guiding the trading department in quotes & preparing bids for the division conceptualized by me viz.

Test & control Systems viz. High pressure units , ESD & actuator systems , Remote Pressure test bays etc.

* Offer input to chemical injection dept proposal engineers to prepare offers backed up by costing BOM sheets
* Plan new product offerings of components & systems backed up by relevant P & ID’s/schemes & fabrication knowhow besides the ones handled in PROSERV as described below.

**PROSERV, Jebal Ali, Dubai-UAE**

**Sr. Sales & Marketing Engineer**

**Jan 2002 - Jun 2012**

**Key Responsibilities:**

* Heading and managing a team of six members and reporting to the Vice-President Engineering
* Entrusted with the responsibility of developing new clients & prospective leads in the Oil & Gas market and offering quotes & bids to meet their requirements
* Guiding the trading department in quotes & Bids of pumps, components and test & control units
* Identifying gaps in product knowledge, pricing of HP pumps, components and test systems with the trading department personnel and suitably organizing training to bridge the gap
* Providing valuable and well considered advise on selection & offering on Rental equipment

Organizing presentations & meetings for offering solutions in the oil-Drilling, Wireline/Slickline service & Hydraulic workover units industry Companies

* Responsible for preparing offers /Quotations for hydraulic ESD systems, OP/DA/FSV control panels & booking these orders subsequently
	+ Soliciting enquiries for both Wellhead control panels viz .hydro-pneumatic & chemical injection systems for bidding
* Involved in estimates for test & control systems viz. pressure testing in both remote test bays with video monitoring & single to multi-pump panel-skids
* Organizing presentation and meeting with prospective Oil & Gas clients throughout GCC countries for bidding for chemical injection systems & Well head control panels
* Responsible for providing the requisite technical & commercial inputs to other sales Engineers and accounts personnel to prepare the Bids as per the required format & procedures

**Major Accomplishments:**

* Awarded a chain of high value SAFE pressure test bay orders with Data acquisition pressure loggers on various international locations of MNC BAKER HUGHES -Technopark-Jebal Ali, Dubai after due analysis of pressure testing needs and applications
* Just completed commissioning of 2 Pressure test bays with PLC/SCADA control for WEIR oil & gas services
* 25 single Well head control panels order from Halliburton-KSA
* A big package order of ESD & HPU units from Specialist services -Dubai
* Commended for getting repeated similar orders from the MNC Oil & Gas Co viz. National Oil well (Varco), Jebal Ali - Dubai & Sigma engineering enterprises -Abu Dhabi ( Cameron franchisee)

**Major Clients:** Schlumberger,Weatherford, National Oil well , Emersons, Oryx, Specialist services, Wood Group,Sigma/Cameron,ADCO, Petrofac,Gulf Piping Co., EPPCO-ENOC,Worlwide oilfield machine(MTC),ADOS ,ZADCO,ADMA-OPCO,Al Ahlia, Cansco, Techno Rig, NPCC, Technip, Halliburton, Baker oil tools, Shell-Nigeria, Oil Serv-Iraq ,Sparklet engineers & numerous overseas multi-national oil service Companies.

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| **Smith International Gulf Services, Oil Field Supply Centre, Jebal Ali, Dubai, UAE** | **1995 - 2002** |
| **Sales Engineer** |  |

**Key Responsibilities:**

* Managed Sales & Marketing of Oil field tools &fluid sealing components both metal like Ring joints ,raised face & non –metallic grafoil /fibre gaskets, water-jet/plasma cutting services,oil drilling tools & their refurbishment in the Oil service Cos
* Involved in soliciting orders , initiate design for production &follow-ups

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**Major Accomplishments:**

* Commended for developing contacts & rapport with every responsible manager in decision making position in oil service national & multi-national companies
* Successfully built Smith International Gulf services as a multi-cutting services and Gasket giant in Jebal Ali

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| **Zuari Agro Chemicals, Goa** | **1984 - 1995** |

A Toyo Engineering Co (TEC), Japan fertilizer plant manufacturing, Naphta based Urea & mixed fertilizers. **Chemical Operator /Supervisor**

**Key Responsibilities:**

* Assigned responsibility of managing the Ammonia & Urea producing Plants and monitoring the continuous process of Urea & mixed product manufacturing



**EDUCATION & TRAINING**

**MBA (Sales & Marketing), 1st Div, Kensington University,Manipal-Karnataka, 2000 B. Ed (Physics & Chemistry), 1st Div, Bhopal University, 1983 B. Sc (Physics & Chemistry), University of Bombay, India,1979**

**Training/Courses Attended:**

* Test & Control systems & Test Bench /valve clamping unit factory, METRUS- LS M, Germany
* Operation & installation of Hydraulic& pneumatic Valve Test Benches with Computer Registration System
* DNV ISO 9001:2000, 14001:2004 & 18001:1999 at PROSERV by DNV franchisee
* Sales Orientation Course - The Real –World Selling by Rick~Alan & Associates Houston – Texas-USA
* Service and maintenance seminar-Problems in pneumatic systems conducted by SMC,Germany

**IT Skills:** Proficient with the use of MS Office suite and the Internet applications



**PERSONAL INFORMATION: Date of Birth:** 9th Jan.1958 **Languages Known:** English, Hindi, Konkani, French

** Location Preference:** UAE or GCC ** References**: Available on request

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