# WORK

## SENIOR SALES ENGINEER

**BMU Machines and Equipment Manufacturer DUBAI**

**2013 - 2019**

* Sells equipment to all sectors private companies, Government Department
* Conduct market research and sales visits to new & existing customers
* Maintains an excellent technical knowledge about the Products/Equipments
* Updates on the market and advises improvement of the Products/Equipment
* Prepare sales offers and quotations with all relevant information and present to the Sales Manager for approval prior to submittal to customers
* Discuss and negotiate with customers’ sales-related matters such as but not limited to orders, discounts, delivery and payment terms etc.
* Coordinate the delivery and installation of Equipment to the customers
* Ensure proper communication with customers & always available to respond to their inquiries
* Follows up on the payments & collection of outstanding payments
* Acts as a link between client and service department to ensure customer satisfaction
* Convinces the customer post sales to take service and AMC contract.
* Submits weekly and monthly, customer visit, inquiry logs and weekly planner and quotation status report to the Sales Manager and Director.

# EDUCATION

## ELECTRICAL & ELECTRONICS ENGINEERING

Visvesvaraya Technological University 2006 - 2010

# LANGUAGE SKILLS

ENGLISH HINDI MALAYALAM TAMIL URUDU


## NATIONALITY & LICENSE

INDIAN & UAE Driving License

**PERSONAL STATEMENT**

Responsible to lead Sales & Business development activities in a way which promotes the profile of the business, develops key account relationships and enables revenue growth.

Work seamlessly and collaboratively with the Sales, Maintenance and Operations & Rental team members and will liaise with the Sales Director & Commercial Manager.

**HIGHLIGHTS**

Sales and marketing

Business Development Maintenance and AMC Manufacturing

Repair and Refurbishments Spare Parts and Rentals

Operations

Annual Maintenance Contract Plan Preventive Maintenance Corrective Reactive Maintenance QHSE and Planning

Project Management Public Relations

Five languages

Job title

SENIOR SALES ENGINEER

Email: Navab-395085@2freemail.com

**NAVAB**

## AMC - Annual Maintenance Contract

**NAVAB**

* + Handling Takeover and Handover of the AMC Contracts
	+ Execution of AMC Contracts efficiently and ensure the profitability
	+ Provide AMC Contract Technical & Commercial requirements
	+ Meeting, reporting client at regular intervals to maintain the relationship

Job title

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* + Track contract progress and ensure agreed SLA’s and KPI’s are met
	+ Preparing and submission of Monthly, Bimonthly, Quarterly & Annual reports for the contracts
	+ Submission of invoices, to follow up & coordinate for cheque collection

## Corrective, Reactive and Preventive Maintenance - PPM

* + - Conducting conditional survey of machine and assess operational risk
		- Prepare contract specific PPM procedure, schedule & Resource planning
		- Prepare Method statements, Risk assessment and relevant documents
		- Tally and close all planned PPM work orders on a monthly basis
		- Efficiently execute corrective and reactive maintenance as per agreed Service level agreement SLA and KPI
		- Handle escalations, emergencies, resolve all customer complaints & submitting the reports

## Repair, Refurbishment and QHSE.

* + - Generate revenue from repair, replacement & refurbishment works
		- Make survey, Identify the parts which required replacing based on perform
		- Prepare repair & replacement cost estimate proposals and follow up
		- Execution of jobs efficiently within the budget and ensure the profitability
		- Implement HSE policy, safe operating procedures & timely close out of HSE action reports, NCR’s
		- Assist clients with material & technical submittal, method state
		- Calibration of all tools and tackles safety devices
		- Ensuring equipment are meeting European or/and country standards

## MAINTENANCE ENGINEER

**Dubai, UAE**

**2012 – 2013**

* + - Operation and maintenance of HVAC System and central utilities
		- equipments Vapour Absorption Machine - maintenance and controlling
		- Air Compressors (Make: Ingersoll Rand), and Cooling Towers
		- Steam Generators (Make: RSG) Air handling units
		- Dehumidifiers, Vacuum Pumps, Air curtains, & DM plant etc
		- Maintenance of Chillers and Steam Boilers

## ELECTRICAL SITE ENGINEER

**Kerala, INDIA**

**2010 - 2012**

* + - Erection, Commissioning & maintenance of Transformers
		- Generator & Motor maintenance, connection and Installation

# SOFTWARE

MS WORD

Expert

   

MS Excel Expert

    

Outlook Email Expert

   

Aconex Emails Expert

    

* + - Erection, Testing & Commissioning of LT Switchgears & Circuit Breakers
		- Protection & Relay panel installation & Earthing system Installation

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* + - MV, LV & Control cable laying and termination
		- Cable joints both HT & LT, Panel board erection
		- Operations of breakers, Glanding & Termination