

SHANOOJ KALATHIYATH

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OBJECTIVE

To be part of a dynamic and growing organization where I can make meaningful contributions towards betterment of the organization and which encourages continual learning to enhance my technical skills.

PROFILE

- More than **5 years of experience as Techno-commercial expert** in Telecommunication Systems
- Extensive professional experience in UAE for **Telecommunication Systems**—
Solution Expert for End to End Networking, security & connectivity Infrastructure solutions.
Design & Estimation for Copper, Fiber infrastructure- passive networks for Smart building, Datacenter, Hospitality & Education sectors. Analytical, Organizational, project/time management skills. Good contacts with the international manufactures and consultants.
- Graduate in Electronics & Communication Engineering
- Valid UAE driving license holder

PROFESSIONAL EXPERIENCE

1. Organization : **AL MAZROUI ICAS L.L.C**
Platinum partner of **BELDEN (USA)** – Global leader in End to End Networking, Security & Connectivity Infrastructure solutions.
Role (Feb 2017 – Present)
: Technical Sales Engineer- JAN 2019- Present
Design/presales Engineer- FEB 2017- DEC 2019

JOB DESIGNATION & DUTIES;

Technical Sales Engineer: (JAN 2019- Present)- 3 years

- Meeting with Clients and Consultants.
- Prepare Commercial Bids for various Projects of Security & Networking.
- Conducting Site Visits and studying the Project requirements.
- Maintain detailed, technical engineering documentation, including various contract documents, correspondence, records of minutes of meetings etc. to resolve operational problems.
- Provide effective supervision to the Projects team
- Explain synopsis of the same to General Manager
- Identifying the subcontracting requirements, floating enquiries for subcontracting items
- Solution Pre-sales, Technical Sales, Bid & Estimation for Security / ELV systems.
- Consult with clients after sales to resolve problems and to provide ongoing support

Design/Presales Engineer: (FEB 2017- DEC 2018) - 2 Years

- Prepare and submit all necessary documents to Consultant/Client for Approval.
- Working closely with Sales Team on sending commercial & Technical proposal.
- Monitor & Deliver Projects within agreed parameters of cost, time, quality, and functionality to ensure that the Project is in line with the business plan & clients satisfaction.
- Pre-Sales function across the organization and to drive efficiency and increase sales effectiveness.
- Align the Project deliveries along with suitable certificates required on Site- commissioning.
- Attending meetings with business development managers and acting as a technical expert.
- Putting together business cases for the sales teams to support their proposals.
- Working closely and collaboratively with customers to devise effective solutions.
- Ensuring that the company's product can deliver on the customer's requirements.
- Working closely with customers to understand and capture requirements.
- Replying to customers following requests for information and proposal requests.
- Presenting proposals to customers alongside members of the sales team.
- Providing ongoing support for customers post implementation.
- Producing detailed costings for customers and ensuring the contract is profitable

PRODUCTS HANDLED

BELDEN (USA) - Solutions for ELV system- Structured cabling Solution, Copper, Fiber cables, & Accessories BMS System, CCTV System, Access Control, Audio Video System, and Public Address System.

Hirschman (Germany) - Industrial Infrastructure Solutions-Switches /Routers & WAN/ Cyber Security devices, +ruggedized hardware/software solutions for demanding industrial environments

Korenix (Taiwan) - Industrial POE/POE+ Ethernet Switches, Industrial Media Converter, SFP/SFP+ Fiber Transceiver.

G-Tec (Italy) - Uninterruptible Power Supply & Batteries ranging from 650vA up to 900 kvA across Residential & Commercial Projects.

ACADEMIC PROFILE

- Bachelor of Engineering (B.E) in Electronics & Communication Engineering from University of Visveswaraya Technology University (India) in 2015.

PROFESSIONAL CERTIFICATION & TRAINING

- Certified Network designer from BELDEN Inc. (USA) - Electrical/Electronics Manufacturing.

KEY SKILLS

- Experience of interpreting specifications and preparing technical proposals
- Resolving complex technical issues and coming up with fast efficient solution
- Ability to multi-task in a demanding engineering environment
- Possess excellent communication and interpersonal skills

PERSONAL DETAILS

- ☐ Age : 28
- ☐ Gender : Male
- ☐ Date of Birth : 03-03-1993
- ☐ Marital Status : Unmarried
- ☐ Nationality : Indian
- ☐ Visa Status: : Work Visa (transferable)
- ☐ Driving License : UAE Driving License

DECLARATION

I hereby solemnly declare that all information given above are true to the best of my knowledge and belief.

SHANOOJ KALATHIYATH