

**Jose Poulouse**

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***Objective***

Seeking a challenging job for dynamic and esteem organization where I can use my functional, analytical Skills and domain knowledge to contribute in growth and success of the organization.

***Professional Experience***

Working as an Electrical sales Engineer (for oil & gas, Utility & energy Sector and EPC contractors) in Customer Delight Trading Since May 2014.

***Customer Delight Trading, Dubai (May 2014- Till Now)******Designation: Senior Sales Engineer***

- Exploring and developing new market, identifying customers, brand promotion, new product launch, accelerating growth & achieving desired sales goals.
- Handling the study & generation of enquiries, preparation and submission of proposals, monitoring contact payments, and schedule & contract administration requirements as per specifications.
- Preparing and providing technical submittals as per client requirement and coordinating project sales.
- Project approvals with consultant for the particular products.
- Reviewing the BOQ and shop drawings to study about the requirements.
- Making technical presentations and demonstrating how a product will meet client requirements.
- Solving client problems and provide technical assistance.
- Establishing new, and maintaining existing, relationship with customers.
- Completing pre-tender obligations like submitting pre-qualification's, study of contractual conditions, project cost analysis including considering cost impact of techno-commercial conditions.
- Preparing itineraries, monthly reports with sufficient details and in a timely manner handling collection & implementing credit policy as per comply terms.
- Providing invoices, proforma invoices on time and regular follow up for payments and sales.

**Products and Brands dealing with:**

- Electrical safety and connection Materials
- Cable marking system and cable termination kits
- Explosion proof junction boxes and cable glands (CEAG/WAROM/STAHL/CMP/CCG)
- Power, instrumentation and control cables.- Nuhas Oman
- Explosion and non-explosion proof light fittings
- Earthing and lightning protection systems
- Power tools, cable accessories
- Health analysis Test Equipment's and Solutions for Sub-Stations, Distribution and Transmission Lines.

**Organization: Transformers and Electricals Kerala Limited (Feb 2013- Feb 2014)**

**Designation: Graduate Trainee**

- Preparation of manufacturing drawings of power transformers using Auto Cad.
- Preparation of bill of materials of power transformer.
- Preparation of customer related drawings and documents.
- Inspection of coils and coil insulation.
- Reading of all kinds of technical drawings of internal and outer assembly of power transformer up to 315 MVA, 400KV class.
- Inspection of all accessories before assembling on the transformer.

**Organization: St. Basil Granites (August 2012 – January 2013)**

**Designation: Electrical Maintenance Engineer**

- Preparation before and after operation for preventive maintenance.
- Monthly maintenance of electrical control panel boards.
- Check motors, machines, genset and electrical systems.
- Installation of wiring from motor to their capacity contactor

**Organization: A J Electricals. (August 2011 – July 2012)**

**Designation: Electrical Supervisor.**

- Installed cabling and other equipment in accordance with accepted industry standards.
- Develop and prepare of work permit procedure for pre-commissioning and commissioning activities in tight collaboration with HSE department of company and client.
- Plans the execution of all electrical related works and coordinates the work to mechanical and civil group.
- Ensure that all works done are in accordance with the approved construction drawings, contract documents, project specification and all applicable standards.

### **Software Knowledge**

- Software's : AUTO CAD 2D 2012
- Extensive working knowledge of ERP.
- Good Command on MS Office Applications.

### **Academic Qualification**

- Bachelor of Technology in **ELECTRICAL ENGINEERING** from Calicut University

### **Personal Profile**

Age & Date of Birth	: -	1-11-1988
Nationality	: -	Indian
Marital Status	: -	Married
Driving License	: -	Valid UAE & Indian License
Languages Known	: -	English, Hindi

### **Declaration**

I, hereby declare that the above written particulars are true to the best of my knowledge and belief.

**Jose Poulse**