

RESUME



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Objective:

Seeking a position in an organization that provides me ample opportunity to explore and excel while carving out the niche for personal, professional as well as organizational goals in the field of Mechanical Engineering.

EXPERIENCE

Presently working as a Business Development Manager in AL DEHIN HEAVY EQUIP MAINT L.L.C

.The company of **AL DEHIN HEAVY EQUIP MAINT L.L.C** Which is a 19 years old established service house in UAE, We deal in maintenance & service of Radiators , Heat Exchangers, shell and Tubes & Mechanical works .

ROLES AND RESPONSIBILITY

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Collaborate with sales teams to understand customer requirements and provide sales support
- Secure and renew orders and arrange delivery
- Plan and modify products to meet customer needs
- Contributes to team effort by accomplishing related results as needed
- Help in researching and developing new products
- Managing external **service** providers.
- Accomplishes department objectives by managing staff; **planning** and evaluating department activities
- Managing **customers'** accounts
- Keeping a record of **customer** interaction and details of actions taken.
- Prepares project status reports by collecting, analyzing, and summarizing information and trends; recommending actions

2 years' experience as a Sr Officer – Sales & Projects in AL NABA HOLDING L.L.C (EQUIPMENT

DIVISION) .The company of AL NABA HOLDING L.L.C Which is a 36 years old established trading house in oman and having 5 division with diversified activities Mechanical engineering , civil contracting , , oilfield service & supplies kitchen equipment & Laundry equipment's, HVAC, generator's etc . in AL NABA EQUIPMENT & SUPPLIES ,We deal in kitchen equipment's, DG , HVAC . All our products are from reputed manufacturers like

- CUMMINS-INDIA (DG SET) <https://www.cumminsindia.com/>
- PERKINS- INDIA (DG SET) <https://www.perkins.com/>
- DEUTZ-GERMANY (DG SET) <https://www.deutz.com/en/>
- YANMMER-JAPAN (DG SET) <https://www.yanmar.com/global/generator/>
- BITZER(Condensing unit (HVAC)- <https://www.bitzer.de/gb/en/condensing-units/>)
- GUNTNER (Evaporator unit (HVAC)- <https://www.guentner.eu/products/>)
- DAIKIN (split , cassette , package unit VRV - <http://www.daikin.com/products/ac/index.html>)

ROLES AND RESPONSIBILITY

- Prospected for potential new clients and turned them into increased avenues of business
- Developed relationships with senior decision makers (incl. CEOs, CFOs, CMOs, or VPs) within potential clients
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Collaborate with sales teams to understand customer requirements and provide sales support
- Developed negotiating strategies and positions by examining risks and potentials as well as estimating partners' needs and goals
- Built and maintained relationships with key contacts at potential clients, consulting companies and partners in order to get access to new opportunities
- Contributes to team effort by accomplishing related results as needed
- Help in researching and developing new products
- Get approved HVAC Shop Drawings, MEP- Coordination Drawings, Work method statement and Project Specification from Project Engineer.
- Prior to start HVAC activities notify to QC Personal for surveillance to ensure the quality work
- Design and implement cost-reductive changes.
- Prepares project status reports by collecting, analyzing, and summarizing information and trends; recommending action

2 years' experience as a Sales & Service Engineer in AL HAJIRY TRADING L.L.C (Building Material Division) .The company of **AL HAJIRY TRADING L.L.C** Which is a 25 years old established trading house in oman and having 20 division with diversified activities Mechanical engineering , civil contracting , Roads& bridges , oilfield service & supplies Building materials , special industrial products etc . in **AL HAJIRY BUILDING MATERIALS L.L.C** , We deal in construction equipment's ,Hydraulic rock breakers , Power & hand tools , Electrical products & consumables . All our products are from reputed manufacturers like

- PACLITE –FRANCE(construction equipment's- <http://www.paclite-equip.com/en/>)
- PERKINS-UK (DG SET) <https://www.perkins.com/> (Project Execution & Installation)
- CUMMINS –INDIA(DG SET) <https://www.cummins.com/generators> (Project Execution & Installation)
- GAINT HYDRAULIC TEC LTD (Hydraulic hammers- <https://iandduwei.en.ec21.com/>)
- SAFARI-INDIA(construction equipment's- <http://safariequipments.co.in/>)
- GROUPA TOPEX-POLAND(Hand tools & power tools - <http://en.grupatopex.com/>)
- OLIKARA-INDIA(Tower lights & DG sets- <http://www.lightingtowers.in/>) (Project Execution & Installation)
- BITZER(Condensing unit (HVAC)- <https://www.bitzer.de/gb/en/condensing-units/>)
- GUNTNER (Evaporator unit (HVAC)- <https://www.guentner.eu/products/>)
- DAIKIN (split , cassette , package unit VRV - <http://www.daikin.com/products/ac/index.html>)

ROLS AND RESPONSIBILITY

- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
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- Collaborate with sales teams to understand customer requirements and provide sales support
- Secure and renew orders and arrange delivery
- Plan and modify products to meet customer needs
- Help clients solve problems with installed equipment
- Help in researching and developing new products

1 year experience as a Sales & Project Engineer in DEWDROP L.L.C Which is a 17 years old established trading house **Muscat ,Oman** We deal in H.V.A.C like package units , water chiller, Blast freezer , AC supply and installation . All our products are from reputed manufacturers like

- GENERAL (split , cassette - <https://www.fujitsu-general.com/>)
- DAIKIN (split , cassette , package unit VRV <http://www.daikin.com/products/ac/index.html>
- EUROCOOL (split , cassette , package unit - <http://www.eurocool.co.za/>)
- COOLINE (package unit VRV VRF- <http://www.zamilac.com/>
- GREE(split , package unit- <https://www.greeonline.com/products>
- YORK(split , package unit - <http://www.york.com/>
- BITZER(Condensing unit- <https://www.bitzer.de/gb/en/condensing-units/>)

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- Plan and modify products to meet customer needs
- Controls project costs by approving expenditures; administering contractor contracts

One year and eight months experience in Q.T.S ENGINEERING. LLC Muscat ,Oman as a Asst Operation Manger

ROLS AND RESPONSIBILITY

- Coordination and supervision-coordinate , manage and monitor the workings of various departments in the organization
- Searching for new clients who could benefit from your products in a designated region
- Travelling to visit potential clients
- Establishing new, and maintaining existing, relationships with customers
- Managing and interpreting customer requirements
- Persuading clients that a product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services
- Solving technical issues
- Solving customers problem about the product
- Improving the performance of operation

One year experience in Muthoot Motors, Ernakulam India. as a Customer relations officer ROLS AND RESPONSIBILITY

- Engine trouble shooting
- Solving technical issues
- Solving customers problem about the product

SOFTWARE SKILL

- Operating Systems: **Windows Xp, Windows 7 , Hp soft skills**
- Programming Language: C, C++
- Designing software: Pro- E, Solid works

MECHATRONICS SKILL SET:

- Bench work and operation with drilling machine, milling machine, grinding Machine and lathe.
- Handling of various mechanical, electrical and electronic instruments.
- Exposure to Robotics.
- Familiar with various sensors of measurement.
- Good understanding of Analog / Digital Electronic.
- Design and execute training models of commercial significance.
- Improved communication and presentation skill.

CERTIFIED QUALIFICATION

Hydraulics & pneumatic, Hp Soft Skill, Pro-E , Robotics

MAIN PROJECT

Fatigue Analysis of Universal Joint

IN-PLANT TRAINING

| Sl.No. | Name of the Company | Period |
|--------|---------------------|--------|
| 1. | Prolific | 30days |

ACADEMIC QUALIFICATION:

| Course Name | Institution Name | Board / University | Year Of Passing | Percentage |
|----------------------------|---|-----------------------------|-----------------|------------|
| B.E Mechanical Engineering | V.M.K.V Engineering College | Vinayaka Mission University | 2012 | 65% |
| HSS | Chattanchal Gov Higher Secondary School Kasaragod | Kerala State Board | 2007 | 95% |
| SSLC | Durga Gov Higher Secondary School Kasaragod | Kerala State Board | 2005 | 65% |

STRENGTHS:

- Good Leader
- Sense of responsibility and a hard worker
- Quick Learner
- Willingness to learn
- Supportive Team Member

Declaration

I hereby declare that all the details and particular furnished above are true to the best of my knowledge.

Place:_____

Signature_____

DHANIKLAL