

Ajay Vijayan Pisharody

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Mechanical engineer with 14 years work experience and strong background in control valves adept at creating RFQs, customized technical proposals, pricing ,negotiation and technical support to ensure end customer success. Core skills include organization, detail oriented documentation and working with global teams. A motivated continuous learner fascinated with business processes driven by data.

Work experience

Valve Inspector | *Almeer Technical Services Co. W.L.L.*

DECEMBER 2022 till FEBRUARY 2023, EQUATE Plant, Kuwait

- In charge of documentation control for valve workshop and valve tracking co-ordination during shutdown with additional responsibility of store management for valve spare kits.
- Involved in valve inspection of pressure safety valves and control valves (received condition and after refurbishment) before despatch clearance.

Key Account Manager | *TALIS Valves India Private Limited*

JANUARY 2017 - APRIL 2022, Mumbai, India

- Procured and integrated third party components to premium control valve product. This involved checking multiple supplier specifications against requirements, testing, modifications made to fit purpose, production and quality checks assessed and negotiated for a long term partnership with chosen supplier.
- Developed standardized procedures for sales processes as well as instruction operation manuals for control valves.
- Designed and executed a collaborative internal training programme to address a gap in effective sales of a product.
- Experience with Aurea CRM tool for querying reports and basic SAP Ariba user experience.

Sales Engineer | *J&J Engineers*

FEBRUARY 2012 - DECEMBER 2016, Mumbai, India

- Coordinated with manufacturing teams based in Israel and Europe to streamline quotations, pricing agreements, order processing, lead time follow up, technical support & payment follow up for supply of ~10,000 hydraulic valves to one of the largest irrigation projects in India followed by a repeat order of additional 18,000 hydraulic valves.
- Developed OEM agreement for local assembly and testing of valves in India.
- Handled product call back due to supplier quality issues.
- Tracked lead times as per agreement, expediting and communication with end customer.

Assistant Quantity Surveyor | *Gulf Piping Company W.L.L.*

JUNE 2010 - JANUARY 2012, Abu Dhabi, U.A.E

- Quantified additional work and negotiation with end customer for invoicing and resolved sub-contractor claims.
- Headed a team of 10 colleagues for creating documentation with strict deadlines until completion.

Maintenance Engineer | *Reliance Industries Limited*

JULY 2007 - JANUARY 2010, Jamnagar, India

Supervised construction contractors involved in piping loop erection, hydro-testing, flushing, painting and insulation works, without compromising quality and safety.

Accomplishments

- Received TALIS Spotlight award (2021) in recognition of going above and beyond for outstanding customer service in a global group wide open survey.
- Integrated third party components to packaged product successfully increasing market penetration for premium range valves.
- Developed sizing sheet from scratch in Excel VB which helped reduce TAT(Turnaround time) for RFQ to Quote submission by 70%.

Technical skills

- Programming languages: SQL, R
- Spreadsheets: MS Excel with VBA, Google Sheets
- Visualization tools: Tableau, MS PowerPoint

Professional certifications

- Google Data Analytics certificate by Coursera (Aug 2022) which included capstone project.
- Lean Six Sigma Black Belt issued by Exemplar Global (Jun 2018)

Formal education:

BTech Mechanical Engineering
from University of Calicut, India
JUNE 2003 - JUNE 2007
First Class with Honours