

ABRAR ABUBAKKAR SHETH



Ahmedabad, India



74868 93252



abrar.sheth@gmail.com



Abrar Sheth

Career Objective:

- To be a professional engineer with creativity and hard work to work under a challenging and professional environment with exposure to new technologies and advanced trends. To grab a position that allows me to use and improve my skills.

Summary of Skills:

- Excellent verbal and written communication skills.
- Proficiency in contemporary computer software such as word processing, presentation software and internet search.
- Good knowledge of Microsoft Windows 98/XP, Microsoft Office 2003, DOS.
- Exceptional multi-tasker, resolution-oriented.
- Organized approach and quick adapting ability for new technologies.
- Excellent negotiating & decision-making ability.
- Good organizational and problem solving skills.
- Excellent understanding of business processes.
- Determination for continuing education in a fast-moving industry.

Educational Qualifications:

- **Electronics and Telecommunication (B.E)**
Rajarshi Shahu College of Engineering,
University of Pune, India (2010)

Professional Training & Certifications:

- EDWARDS (UTC): Training in EST3, EST3X, Laser sense Aspiration, and Kidde Linear Heat Detection Systems Design, (Riyadh – Saudi Arabia, April – 2017).
- EST3 Certification Course: Has successfully completed a factory training program for the Installation, Programming, and Networking of the EST3 Fire Alarm system (Edwards), (Dubai, November – 2017).
- MATRIX Security & Telecom Solutions: Participated in MATRIX IMPACT – 2020 knowledge and skills enriching session on security and telecom products solutions.

Professional Experiences:

- **Company: Spectra Techno vision (India) Pvt. Ltd. Ahmedabad, Gujarat (Jan 2021 - Present)**
- **Position: Team Lead - Pharma Sales**
- **Job Responsibilities:**
 - Overall, about 8+ years of experience in handling sales and marketing for Electronic Security products such as Bio-metrics, Access Control, Entrance Automation, Peripheral security etc. A versatile individual to lead, manage/train a sales force & technical engineers along with branch operations.
 - Providing software demo of Auto ID solutions for end clients at on-site plant visits or virtually.
 - Business development activity with a prospective list of new Leads/EPC contractors for inquiry generation.
 - Generating and managing business for Spectra Auto Id products solutions through different portals.
 - Solution designing and preparing bill of material to end customers and channel partners as per their requirement.
 - Sales process - Submitting Compliance, Commercial Proposals, and documentation against RFQ, timely dispatch management of projected orders.
 - Developed strategic relationships with end clients and system integrator to foster profitable business initiatives.
 - Managed order cycle to enhance business development and maintain sustainability and customer satisfaction.
 - Product development suggestions to R&D's product developing Team to cater market as per requirements.
 - Handling biometric access control projects for various clients across Gujarat and East region of India including biometric device / access control system / finger print reader / tripod.
 - Management of sales order creation, system manufacturing planning with the production department, dispatch execution, invoice booking, and payment follow-ups, maintaining the sales data on SAP tool which includes - customer data, inquiries, funnels, development stages, PO entry, and closures.
 - Managing team of 3 pharma sales executive across different region of India.

- **Company: Techindia Info Solutions Pvt. Ltd. Ahmedabad, Gujarat (May 2019 - May 2020)**
- **Position: Sr. Sales and Pre-Sales Engineer (ELV)**
- **Job Responsibilities:**
 - 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.
 - Provide technical sales support and application design of Extra Low Voltage systems and support sales representatives in the field or technical meeting.

- Maintained friendly and professional customer interactions, trained in negotiations and time management.
- Become familiar with customer's current and next generation platforms by engaging directly with system architects and collaborating on potential solutions.
- Identify new application areas and working with development and marketing to create compelling messaging and demonstrations.
- Develop strong working relationships with senior business and technical leaders who are responsible or influence new platform development.
Provides customers and account representatives with technical product advice and demonstration support during pre-sales discussions.
- Build solid relationships with businesses to grow client retention and referrals.
- Retain accounts through the development of strong relationships with key decision makers. To make sure value delivery in terms of customer services and support. Working with prospective customers to understand their workflow and using this knowledge to build successful technical sales strategies.

➤ **Company: Advanced Micro Technologies Co. Khobar, KSA** (Sept. 2015 - March 2019)

➤ **Position: Pre-Sales Engineer (Low Current Systems)**

➤ **Job Responsibilities:**

- Design and check generated BOQ and cost estimate for Fire Alarm System, CCTV, Access Control System and Master Clock System.
- Provide technical sales support and application design of Low current systems and support sales representatives in the field or technical meeting.
- Design and prepare bill of quantities for Low current systems for residential, business, commercial & educational clients etc.,
- Plan and design low current systems, excellent skills on reading drawings and design for Low current solution such as Fire Alarm System, Access Control System, CCTV System and Master Clock System.
- Visiting site for site survey and analyze the client's requirements, and develop the solutions to meet the customer requirements.
- Coordination with various sub-contractors, suppliers, client's engineers and consultants.
- Prepare proposal based on the customer tender BOQ and shop drawings, contribute to request for pricing and request for Information responses.
- Send inquiries and coordinate with manufacturers.
- Working on pre-qualifications for customer registrations in reputed organizations.
- Prepare technical submittals for projects in order to approve the submitted manufacturer products.
- Contact manufacturer and follow up on requested quotes and designs.

➤ **Major Projects Worked In:**

1. **King Faisal University**, Location: Al-Hassa, Design and cost estimate for Fire Alarm System, CCTV, Access Control System and Master Clock System.
2. **KFU Kindergarten**, Location: Al-Hassa, Design and cost estimate for Fire Alarm and CCTV Systems.

3. **Ajyal Schools** – Saudi Aramco Project, Assisted in design and prepare commercial proposal for Fire Alarm System.
4. **TINAT GGM Project** – Saudi Aramco Project, Design and cost estimate for CCTV Outdoor Pole camera's.
5. **Jizan Economic Port Control City Project**, Location: Jizan, Saudi Aramco Project, Design and cost estimate for Fire Alarm System.
6. **NGHA TAIF Specialized Hospitals**, Location: Taif, Assisted in design and cost estimate for Fire Alarm, CCTV, Access Control and Master Clock System.

➤ **Company: Pan Gulf Industrial Systems Co. Jeddah, KSA** **(Oct. 2012 - Aug. 2015)**

➤ **Position: Sales Engineer (Fire & Safety Division)**

➤ **Job Responsibilities:**

- 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, administering client accounts.
- Performing customer product demonstrations and supporting targeted sales opportunities.
- Preparing reports for head office, meeting regular sales targets, recording and maintaining client contact data, making technical presentations and demonstrating how a product will meet client needs.

➤ **Company: Alfa Telecommunication Co. Gujarat, India.** **(Aug. 2010 - June 2012)**

➤ **Position: Project Engineer**

➤ **Job Responsibilities:**

- Defined project deliverables and monitored status of tasks.
- Delivered status reports to stakeholders for budgeting and planning purposes.
- Monitored team progress and enforced deadlines.
- Developed slideshows and other forms of media to present project progress to the executive team.
- Updated and managed number of project databases, responsible for checking monthly expenses.
- Working with end-users to supervise projects and making sure projects meet end-users requirements and standards.
- Preparing the progress sheet of work and submit it to the project manager.

Personal Details:

- **Place of Birth:** Palanpur, Gujarat, India
- **Date of Birth:** 19th June, 1989
- **Sex:** Male
- **Civil Status:** Married
- **Nationality:** Indian
- **Hobbies:** Travelling, Photography, & Reading
- **Driving License:** In possession of valid Indian & Saudi driving license
- **Languages Known:** English, Hindi, Urdu, Gujarati and little Arabic

Reference: Will be provided upon request