**Motivated,** energetic professional with extensive experience in an electrical low voltage switchgear competencies

**Experienced** in low voltage switchgear estimation manufacture, sales, marketing and project management, in the industries

**Eager** to lead or participate on sales, or support team of commercial, manufacturing processes

**Career Objective:** Looking for the position in a reputed organization where my knowledge and experience in Electrical Industry can be utilized to the maximum. My skills and enthusiasm to do the job will help a great deal in achieving the company’s goals

# Year of Experience:

* Worked for a Switchgear company in Oman for a switchgear company as a **Asst. Manager –Sales & Estimation**

- Since **Oct 2012 to Nov-2016**

* Total 4.5 years of UAE Experience in Switchgear Industry as an Estimation Engineer.
* Total 3 years of Indian Experience in Switchgear Industry as an Electrical Engineer

# Professional Qualification:

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| **Degree** | **College/University** | **Completion Year** |
| DEE & Engineer | Govt. Polytechnic College, Bidar, Karnatak | **2001** |
| B Tech- Electrical (Correspondence /  Distance Education) | [Janardan Rai Nagar Rajasthan Vidhyapeeth University](http://www.jrnrvu.edu.in/) | **2015**  (Correspondence / Distance Education) |

**Academic Qualification:**

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| **Course** | **College/University** | **Completion Year** |
| S.S.L.C | St. Joseph’s Convent, Bidar, Karnatak | **1998** |

**Computer Literacy:**

* Trained for Accurate ERP system used in present organization
* Done e‐Office course at Manipal Institute of Computer Education, Chickmagalore Dist, Karnataka State
* Done Hardware and Computer Maintenance Course at Noble Computer Education Bidar
* Strong Hands on Experience in MS‐ Office (Advance Office)
* Certified as IMS Internal Auditor by BUREAU VERITAS

# Technical Trainings:

* Undergone Logstrup draw out type enclosure system training in Denmark
* Undergone for Elsteel Panel Design Software for Switchgear
* Undergone for GE SenPlus Panel Design Software for Switchgear
* Undergone 10days of PLC, SCADA & DRIVES Training from Prolific Systems & Technologies Pvt Ltd. Bangalore
* Done E‐Plan Electric Drawing Software Training in Dubai. U A E
* Undergone “Apprenticeship Training in Kudremukh Iron Ore Company Ltd, for the period of One year [15‐12‐ 2001 to 14‐12‐2002]
* Worked as Faculty for Manipal Institute of Computer Education Kudremukh Iron Ore
* ABB Technical Trainings & Seminars at ABB Industries LLC, DUBAI & Oman on various products

# TECHNICAL EXPERTISE & Skills:

* Proven track record of winning prestigious recent project in Oman region.
* Knowledge of Local Electrical regulations like ROP / MOD / RCA / MOE / MOH /DEWA /ADDC etc
* Handling team of Estimation Engineers to produce/prepare cost effective costing.
* Reviewing and do critical costing before negotiation.
* Review compliance & Specification comments.
* Prepare monthly estimation report, include enquiry flow details in the market.
* Discussing with contractors & consultants on the specific project requirement, being consultant specification is general for their project.
* Experienced in Electrical Estimation for diversified projects in Local authorities
* Thorough knowledge on International Standards required / as applicable for Low voltage switchgears.
* Worked with different brands /Product [ABB/Schneider /L & T /GE /ASCO etc...]
* Proficient in Estimation Process of Low Voltage Switchgear up to 5000A
* Ability to provide cost effective estimation.
* Smart working, loyal and confident worker with a go getter attitude
* Negotiation skills
* Good communication skills
* Trustworthy
* Technically strong
* Customer Service skills
* Passionate to deliver my best for every project

# Experience in details:

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| **Organization Name** | M/s. International Electrical Industries Co. LLC (INTELEC) |
| **Location** | Muscat Oman |
| **Designation** | Asst. Manager –Estimation |

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| **Period** | **Oct 2012 – Nov 2016** |
| **Product** | Low Voltage Switchgear Manufacturing. |
| **Nature of Work & Responsibilities** | * Reporting to General manager * Working on project having objective to win * Meeting contractors/consultants on regular intervals to get regular enquiries. * Receiving the enquiry of both tender & Job in hand projects.   Appointing Estimation engineer to work on the project to produce cost effective costing complying specification and single line diagrams / Load schedules provided by customer   * Go through project specification to review the any stringent/critical requirement of special product. * Arrange to send enquiry critical product and have back to back offers for justifications. * Negotiating with vendors /suppliers to produce our best estimation * Understanding clear requirements as per specific project * Preparing the cost effective costing * To review and generate Bill of Quantity against system drawings to ensure alignment and to identify materials types & quantities and prepare equipment lists and rough drawings for cost estimation * To interpret and follow Company tendering processes and procedures * Preparing for Technical meeting * Involving in final negotiation * Justify the prices offered by us to customer & make customer aware of the prices are quoted w.r.t clauses mentioned in the specification /SLD * Preparing Arranging the Prequalification documents for brand approval by consultants * Arranging factory inspections as and when required by clients/consultants   /customers.   * Preparing Technical Submittal (MAS) * Attending the customer/ consultants meeting during kick off of the project * Preparing delivery schedule as per the project site requirements * Preparing monthly reports with KPIs * New Product development and product standardization. * Negotiation with suppliers in procurement activity * Consulting direct to the suppliers, for any technical issue, or for any alternatives * Working towards Cost cutting and increasing the profit levels * Preparing the risk & safe factors involved in the projects * To prepare reports and supporting documents to submit to Proposal Coordinator to identify areas requiring more information to ensure the Company is positioned to win and secure bids * Developing new customers by providing service supports |

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|  | * Reverse engineering to achieve the target set by customer. * Work with company to minimize inventory stocks. * Preparing sales budget & forecast yearly. * Preparing Monthly sales review & analysis. * Attending Consultant meetings.   **Additional responsibilities**   * Quality Management System- responsible for company quality management system (ISO-9001) * Certified for Internal Auditor & performing quarterly internal audits and preparing reports accordingly. * Implementation /introducing new ERP system for estimation |
| **Consultants worked**  **with** | * WSP ATKINS * Halcrow & Partners * COWI * NEO * KEO international * EIDC * Design Unit * Khatib & Alami * RCA (Royal Court Affairs –Oman) * MoD ((Ministry of Defense-Oman) * MottMac Donald * Hill International * ROP (Royal Oman Police –Oman) * Occidental Oman (OXY-Oman) * PAEW – Oman Etc… |
| **Major Projects** | * Muscat International Airport –(MC12) Cargo facilities for Sohar & Muscat * BP khazzan Residential project * Saraya Bandar Jissah Hotel-2 * Muscat Downtown mall * Detention Center Rustaq * Oman Aluminum Rolling coil coating plant- Sohar * Aircraft facilities at RAFO Mussanah Samad & Jabreen * Adam Air base Pcakge 1,4, 5 & 9 * Oman Convention & Exhibition center Package 2 & 3 * The Wave retail * Radisson Blue Hotel at Sohar * Water Distribution Network @ SAMAIL Town * Expansion at Sohar Aluminium * Expansion at Sohar Steel |

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|  | * Sohar Refinery Upgradation * Border Check Post at Rub Al Khali * Musanna Air Base (AIR LIFT RAMP & FUEL FACILITIES) * Salalah Resort- 5 Star Hotel * Duqum Air Port Facilities * Shaza Muscat Hotel * Jasmine Tower * Buraimi University * Asian Paints Factory-Sohar * Jindal Shaheed Steel * ROP Regional HQ-Ibri-Rustaq * Air Craft facilities at RAFO Musannah (SAMAD & Jabreen) * Water distribution network Barka- Ph #2 * Detention Centre-Rustaq * STF Ibra and Sur * Kempinski Hotel-Wave |

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| **Organization Name** | M/s. SAS Power Industries FZC. |
| **Location** | Ras AL Khaima, UAE |
| **Designation** | Estimation Engineer |
| **Period** | **March 2012- Oct 2012** |
| **Product** | Low Voltage Switchgear Manufacturing. |

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| **Organization Name** | M/s.Power Bar Gulf LLC. |
| **Location** | Ras AL Khaima, UAE |
| **Designation** | Estimation Engineer |
| **Period** | **July 2011-Dec 2011** |
| **Product** | Copper & Aluminium Bus Duct Manufacturing. |

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| **Organization Name** | M/s. SAS Power Industries FZC. |
| **Location** | Ras AL Khaima, UAE |
| **Designation** | Estimation Engineer |
| **Period** | **Oct 2010- June 2011** |
| **Product** | Low Voltage Switchgear Manufacturing. |

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| **Organization Name** | M/s. Advance Technologies & Power Industries (ATPI). |
| **Location** | Dubai, UAE |
| **Designation** | Estimation Engineer |
| **Period** | **Sept 2007 - Sept 2010** |
| **Product** | Low Voltage Switchgear Manufacturing. |

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| **Organization Name** | M/s. Control & Schematics Ltd |
| **Location** | Bidar Karnataka, India |
| **Designation** | Electrical Engineer |
| **Period** | **Oct 2003 - Aug 2006** |
| **Product** | Low Voltage Switchgear Manufacturing. |

Personal Profile :

Date of Birth : 24th Aug 1982 Sex : Male

**Driving License :** Valid Oman Driving license

**Languages :** English / Hindi / Kannada / Telugu

**Declaration**: I declare the above given information is true to the level best & belief

Your Faithfully,

**Srinivas. V**