

# Noordeen Mohamed Nazmideen

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## Objective

I am a person that who learns quickly and perform better under pressure, am very strong team player that motivates others to achieve the company's common goals. I will also do well in this job because I have previous experience and skills in the similar field. So I will use my previous experience in this job and I am interested in learning new things and enhance my skills.

I am driven, interested and determined to make real success of this job.

## Career Overview

- 4 months training experiences in Electronic engineering project conducted by **Metropolitan Engineering (Pvt) Ltd**
- 8 months experience as a Senior Operations Executive in **Premium International (Pvt) Ltd**
- 2 years + experience as a Customer Care Representative in **Gamma Pizza Craft (Pvt) Ltd**

## Managerial Platform

**03rd of November 2014 – To date:** [Assistant Manager | Business Development & Marketing](#)

### **Aerial View (pvt) Ltd. – Business Development**

Prime duty is to create marketing strategies through planning and research on various factors such as pricing, competition, marketing research and customer/client preferences

- Researching for potential business development contacts
- Manages personnel and develops sales and sales support staff
- Develops specific plans to ensure revenue growth in all company's Services and Products
- Coordinates proper company resources to ensure efficient and stable Business Development
- Formulates all sales policies, practices and procedures
- Reviews progress of sales roles throughout the company

## **Operations Platform**

**17<sup>th</sup> of April 2014 – 01<sup>st</sup> of December 2014 :** [Senior Operations and Sales Engineer](#)

**Premium International (pvt) Ltd.- Project Division**

### **Responsibilities**

- Effective and efficient utilization of organizational resources.
- Developing relationships with clients by managing and interpreting their requirement.
- Planning projects and acquires sales and operations.
- Conveying customer requirements to Product Management teams.
- Development and delivery of product demonstrations
- Responsible for representing the product to customers and at field events such as conferences, meetings.
- Responding to functional and technical elements of RFIs/RFPs

## **Summer Internship Program**

**02<sup>nd</sup> of November 2012 - 25<sup>th</sup> of January 2013 :** [Trainee Engineer](#)

**Metropolitan Engineering (Pvt) Ltd - Building Management System & lighting**

### **Responsibilities**

- Worked as a operation executive in a project at Cinnamon Bay Hotel.
- Taking part in marketing conferences.
- Estimating cost of importing products.
- Preparing project documents.

## **Customer Service Platform**

**01<sup>st</sup> of February 2012 – 31<sup>st</sup> of April 2014:** [Customer Care Representative \(Part time\)](#)

**Gamma Pizza Craft (Pvt) Ltd – Customer Care Service**

- Being a survey officer at Pizza Gamma Craft, I was assigned to deal with top priority customers since I showed very good analytical problem solving skills during initial training.

### **Responsibilities**

- Conducting survey on behalf of a company called Supporter insight.
- Marketing new product to the consumers.

## Higher Education

- 2013      **Sheffield Hallam University** -Sheffield, United Kingdom.  
Electronic Engineering in 02<sup>nd</sup> Upper class  
**Bachelor of Engineering**
- 2012      **Sri Lanka Institute of Information Technology**– Colombo, Western, Sri Lanka  
Electronic Engineering  
**Diploma Certification**
- 2014      **Currently conducting CIMA and ERP certificate courses.**

## Educational qualifications

### Secondary Education

- 2010      **Kingswood College** – Kandy, Central, Sri Lanka  
Completed General Certificate of Education, Advance Level –Physical Science Stream
- | Subject              | Grade |
|----------------------|-------|
| Combined Mathematics | S     |
| Chemistry            | S     |
| Physics              | C     |
- 2007      **Galagedara Central College** – Kandy, Central, Sri Lanka  
Completed General Certificate of Education, Ordinary Level
- Grade: 7" A , 2" B, 1" C**

## Projects and Design

<b>Final Year Project : Automated LED lighting system replacement for Linear Florescent Lamps- 2013</b>	
Description	This Project mainly targets on cost effective, energy saving, and automated LED replacement for the linear fluorescent lamps
Target solution	This product has achieved a high brightness, automated and low power consumption output.

<b>Robofest Competition 2011 Project : Line following robot- 2013</b>	
Description	It's supposed to be a line following Robot which should be able to avoid obstacles
Target solution	we successfully achieved 03 <sup>rd</sup> place and developed up to Arrow following robot

## IT and Numeracy

- Proficient in MS office, MS project, Math lab, Android, java,C, Arduino, microC and Auto Cad
- Efficient in analytical and numerical problem solving techniques.

## References

Azman Branudeen. (MBA, ACMA, ACCA)

Director – Business Development and Marketing,

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Jagath Wickramasekara, (BSc, PGD-Industrial Automation)

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The above details are true and accurate to the best of my knowledge. Given the opportunity, I will discharge my services to the best of your satisfaction.

Date:\_\_\_\_\_

Signature:\_\_\_\_\_