

PAVITHRA LAKSHMANAN

CHENNAI, TAMILNADU | PAVITHRAJAN97@GMAIL.COM | PHONE: +919790713147 | www.linkedin.com/in/pavithra-lakshman

PROFESSIONAL SUMMARY

SALES AND APPLICATION ENGINEER

With capability of quickly acquiring technical proficiency and providing technical and application support on range of products and project technical review working closely with sales team.

- **Skillsets** of hands-on technical expertise, excellent communication, interpersonal and presentation skills, conflict resolution and debugging capabilities.
- Capable of working with multi-disciplined international team, meeting the responsiveness metrics ensuring customer satisfaction.
- Sound knowledge in control valves, Basic knowledge in field instrumentals, AutoCAD, Microsoft Office, P&ID, SCADA, PLC, DCS and communication protocols.

EDUCATION

B.E in INSTRUMENTATION AND CONTROL ENGINEERING ANNA UNIVERSITY, Sri Sairam Engineering College.

May 2018 | Chennai, India.

CGPA: 8.56 / 10.00

University Rank: 4 (overall TamilNadu).

94.08% in 12th State board.

97.2% in 10th State board.

Chennai Girls Hr. Sec. School Saidapet.

WORKSHOPS/CERTIFICATIONS

- Attended robotics course by Kaizen Robotics Program at **IIT MADRAS RESEARCH PARK** in the year 2015.
- Participated in a two-day workshop titled Advanced Industrial Robotics - **YASKAWA MOTOMAN** Programming conducted in association with AXIS Global Automation AGIIT technologies in 2017.
- Completed the course in **DCS & FIELD INSTRUMENTS** overview conducted by the technical school of **YOKOGAWA** India Ltd in the year 2017.
- Participated in Entrepreneurship Awareness Camp (EAC), sponsored by NSTEDB in 2016.

INTERNSHIPS

- NATIONAL SMALL SCALE INDUSTRIES CORPORATION Ltd Technical Service Centre (December 2016) - Underwent in-plant training with mini project on "Climatic Change Detection" for a period of one week.
- CODE BIND TECHNOLOGIES (June 2016) - Underwent in-plant training in Embedded Systems for a period of three days on Innovative Smart Energy Meters (IOT based).

RESEARCH PROJECTS INVOLVED

- HEALTH MONITORING OF AN AIR COMPRESSOR USING IoT
To remotely monitor and control critical parameters of an air compressor in the company Chennai Petroleum Corporation Limited Manali Chennai through internet to increase production throughput.
- SMART BREATHALYZER AND METAL DETECTION GLOVE
To detect Blood Alcohol Content (BAC) of a person and the presence of metal objects without contact making it easier for police officers.

WORK EXPERIENCE

APPLICATION ENGINEER | EMERSON AUTOMATION SOLUTIONS GLOBAL INDUSTRY SALES - CHEMICAL INDUSTRY

Fisher Chennai Engineering Center - Fisher controls under Emerson process management is a Global designer, manufacturer and supplier of control valves and regulators.

September 2018 - January 2020

➤ Job scopes

- Provided Global support to internal and external Sales, technical pursuit, severe service etc.
- Functioned as the gateway between the internal & external Sales forces, customers, Engineering, specials, GPP, PM, Business units, Fisher Lifecycle services, R&D, Ed-services, Marketing etc.

➤ Job functions

- Engineered special products sizing, selection and quote
- Special pricing - customized adder and assembly
- Technical and Application queries
- Installed troubleshooting requests
- Project technical review
- Discount approvals
- Deal creations/updates
- Market research and competitor analysis
- On-site engineering support for projects

➤ **Technical tools:** FileMaker Pro Quote, FisherFirst2, deals creation tool, TIE, Marketing Special Pricing tool and data base, Orders tool and data base, database of special cages and trims for control valves and to Hook-up Drawings.

➤ **World Area Divisions Handled:** global support for sales wings and local business partners in Asia Pacific, Latin America, Europe and Middle East and Africa.

ACHIEVEMENTS

- Won first prize in Chemical Industry Quiz conducted within North America team and GIS team at FCEC in January 2019.
- Academic University Rank Holder - 4th rank in Anna University affiliated colleges all over Tamilnadu in the year 2018.
- Awarded by **Former President Dr. A.P.J Abdul Kalam** for academic excellence in the year 2013.
- Participated and won first prize in Line Follower Robot in Inventa, a national level Techfest organized by SSN College, Chennai.
- Acquired Merit Scholarship of Rs.5000 from the own institution in the year 2015.

INDUSTRIAL VISITS

- Industrial visit and training at Chennai Petroleum Corporation Limited Chennai, for a period of 1 month in 2017-2018.
- A one-day visit to Testing Instruments India Chennai in the year 2015.
- A one-day visit to All India Radio, Chennai in the year 2016.
- A one-day visit to RLT Instrumentation Pvt Ltd, Chennai in the year 2017.