

V.SARAVANAPERUMAL

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### **CAREER OBJECTIVE:**

To apply my knowledge and skills in a position with growing firm, for the development of the organization as well as mine.

### **WORKING EXPERIENCE:**

*Engineer (pre-sales/Estimator) – Sales Support Services, June 2016 to till date*  
*McWane India Pvt Ltd, Coimbatore.*

- Provide pre-sales support to the USA Outside/ Inside sales team.
- **Business Intelligence** - Identifying and alerting Sales team with Project leads that are new and relevant to **waterworks construction industry by using preconstruction software.**
- **Produce Quantity take off's** by reviewing plans and specifications in assigned areas. Identifies specific discipline take-offs within the specialized disciplines (**Pipes, Fittings, Storm Structure, Manhole Elevation, Restraints, Valves & Hydrants etc).**
- Upon Sales rep. request for take-off, the project drawings and specifications are downloaded from preconstruction software & thoroughly reviewed for products such as pipes, valves and fittings which are then estimated/accounted and listed along with project specific requirements in quote format and sent to respective Sales rep.
- Major activities are Project leads, Material takeoffs, Quotations, Lay schedules, Line drawings.
- **Project leads** - New upcoming waterworks related project leads are identified across 50 states in U.S. using preconstruction software's. Owner/Engineer/Bidder's information and sent to Sales team on weekly basis.
- **Quotations** - Pipes, Fittings, Valves - We will get the BOQ and spec from Customers, Will see the spec and select the corresponding models and quote accordingly.
- **Lay schedule** - Lay Schedules reports are prepared for detailing the fittings in sequential manner in a project and listed in an excel sheet
- **Line Drawings** - are generated using Auto cad and depicts the pipe and fittings locations using project plans, elevation details, direction of fitment, linear & angular distance and a detailed view for construction purpose.
- Handles inquiries about status, standard pricing of products and/or services for all customers.
- Maintain data such as pricing sheet, submittals individually as well as on our database.
- Provides all information necessary to satisfy customer inquiries, offers alternatives to help resolve problems, follows up on quotes, provide submittals and/or certifications when requested.

- Diligent presence in work area to be responsive to customer calls, emails and meetings
- Getting the feedback every year and develop with the help of that.

#### **SOFTWARES:**

- **Preconstruction software** – INSIGHT REED, ISQFT, DODGE.  
(Ability to view 1000+ Civil, Mechanical, structural drawings per day).
- **Autocad-2D** (Piping detailing).
- **Adobe Acrobat Pro-DC** (*measure drawing with help of scale to know exact length of pipes, fittings, valves etc.*)

#### **PERSONAL SKILLS:**

- Self-motivated able to work independently to meet or exceed goals
- Computer proficiency in Windows and Microsoft applications (Word, Excel, PowerPoint)

#### **ACADEMIC QUALIFICATION:**

Academic Details	Institution	Board/ University	Percentage/ CGPA
B.E (Mechanical)	Dr.N.G.P Institute Of Technology, Coimbatore.	Anna University	74
HSC	St.Mary's Higher Secondary School, Tirunelveli.	State Board	82
SSLC	Merit Matriculation Higher Secondary School, Tirunelveli.	Matriculation Board	77

#### **PERSONAL DETAILS:**

Date of Birth : 23-04-1994  
 Father's Name : T.Vinayagam  
 Languages Known : Tamil, English

#### **DECLARATION:**

I confirm that all the above details are true and I am confident to prove what is been said.

**Yours truly,**

**(V.SARAVANAPERUMAL)**