

Jacob Thomas
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NEAR AJIAL BILLINGUAL SCHOOL , REGGAI , KUWAIT
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Driving License : Available
Visa No : 18 (Transferable)



Career Objective:

Seeking an Engineering Position in an interactive organization that offers me a constructive workplace to incorporate my education and experience skills for achieving the company's goals.

Professional experience:

1) Current Designation : Engineer – Sales

Company : Al Essa Medical and Scientific WLL

Period : April 2018 to Till Date

Current role and responsibility

Presently working as a Engineer - Sales to promote market share and achieve the revenue in one the leading Research , Education and scientific device vendor in Kuwait . World renowned manufacturer's G.U.N.T. Gerätebau GmbH , LD DIDACTIC Group GmbH ,3B Scientific GmbH , Mettler Toledo Switzerland , Jasco Europe , Polyscience USA , Malvern Panalytical Ltd UK are some of our assets focusing to deliver our services to all Government / Private- Schools /Colleges / Universities /Industrial Training Institutes / Oil Companies / Power plants / Defence / Research Centers .

- Tracked RFPs and bids to develop new business opportunities.
- Answer customer questions regarding products prices and availability.
- Delivered performance updates quarterly business reviews and planning meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements
- Preparing reports for head office and senior managers.
- Conveying customer technical requirements to the Internal Engineering teams.
- Maintaining existing, long-term relationships with customers.
- Travelling to visit potential clients.
- Negotiating tender, contract terms and conditions.

2) Designation : Sales and Service Engineer

Company : M/s Asian Sedra Group , Kuwait

Period : July 2014 to April 2018

Role

Worked as Sales and Service Engineer in Asian Sedra Group, Kuwait serving several clients like Ministry of Electricity and water, KNPC, KOC and several local EPC contractors in Kuwait. Our major instrumentation and control applications companies are SWAN Analytical Instruments Switzerland, SENTRY EQUIPMENT CORP USA, SIGRIST- Photometer AG Switzerland, INOR PROCESS AB Sweden , ETTORE CELLA SPA Italy, K Controls Ltd- UK , BrainChild Electronics Co., Ltd.Taiwan.

- Prepare reliable quotations after thorough study of technical details from inquiries for our end customers. Constantly in touch with all principle companies for support and solutions for critical problems.
- Attended meetings for techno-commercial project proposals and follow up negotiation, technical clarification during the pre-order stage.
- Planned and coordinated the successful delivery of goods well ahead from the scheduled delivery period from manufacturer's location to the end user's location.
- Scheduled site visits for maintenance and troubleshooting of installed instruments.
- Planned inspection of instruments in warehouse for quality and quantity checking.

Major Achievements

- Executed Installation and commissioning of 15 water analyzers(Ammonium, Sodium) Of Swan Analytical instruments, Switzerland for Sabiya Power Station ,Kuwait.
- Commissioning of Swan analyzers at Mina Abdullah WDC-II, Kuwait.
- Attended Technical training of Swan Analytical Instruments, Switzerland on 23.02.2015to 26.03.2015.

3) Designation : Maintenance Engineer

**Company : M/S Erectomaint , Plant and machinery division
Reliance industries limited, Jamnagar-Gujarat**

Period : May-2012 to May 2014

Role

Worked as Maintenance Engineer in Crane section for Reliance industries limited with a contract company M/s Erectomaint.

- Resolving maintenance problems, recommending measures to improve conditions and operations of equipments, maintained records of spare parts and maintenance history of equipment through computerized system.
- Performed routine maintenance inspections on equipments to respond and identify problems on breakdowns in a timely manner.
- Ensuring safety practices at site & active participation in tool-box meetings.

Academic qualification:

| Board Of Study and Country | Name Of Institution | Course Detail | Year Of Passing | Percentage Secured |
|--|-------------------------------------|---|------------------------|---------------------------|
| Anna University ,India | Rajiv Gandhi College Of Engineering | Bachelor Of Engineering- Electrical and Electronics | 2011 | 64 % |
| Central Board Of Secondary Education , India | Marthoma Public School | Higher Secondary School Certificate | 2007 | 70 % |
| Central Board Of Secondary Education , India | De Paul Public School | Secondary School Certificate | 2005 | 67 % |

Computer and Communication Skills:

- Operating system: All Windows version
- Application software: MS office , MS Word and Adobe .
- Attended four days training program for ‘**CAREER SKILLS DEVELOPMENT**’ by ‘**OPPORTUNITIES INFINITE**’.

Industrial Visit and Project:

- POWER GRID CORPORATION OF INDIA, near Sriperumbudur.
GENERAL ENGINEERING CO, Coimbatore
- We have made a project on “INTELLIGENT ROAD TRAFFIC CONTROL SYSTEM” using pic microcontroller 16F877A which will control the traffic based on density of vehicles on each lanes.

| Area Of Interest | Personal assets |
|--------------------------------|------------------------------|
| Maintenance Engineering | Better Communication Skills |
| Sales and Marketing | Hard Worker & Quick Learner |
| Supply , Chain and Procurement | Sincere and Time Conscious |
| Technical Engineering . | Flexibility and Adaptability |

Personal Profile:

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|-------------------|---|
| Name | Jacob Thomas |
| Gender | Male |
| Permanent Address | Thazhatillath House , Vaduvanchal PO , Wayanad Dt , Kerala , India -673581 |
| Fathers Name | Thomas Jacob |
| Spouse Name | Litty Abraham |
| Marital Status | Married |
| Passport Details | J8755849 , Valid Till 04/08/2021 |

Place : Kuwait

Last Updated: 26/10/2018

Author : Jacob Thomas