Jinto **Joseph**

Calicut •Kerala • India

**CELL**•**09946663440 E-MAIL**•[**jintojoseph@hotmail.com**](mailto:jintojoseph@hotmail.com)



PROFILE

Achieving heights in my professional field by using my skills and knowledge, and to achieve my line of growth that will help my career as well as my organization.



EDUCATION

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Career path** | **Specification** | **School/college** | **Percentage** | **Year of passing** |
| BE | Electronics and communication | CMS college of engineering Namakkal | 78% | 2012 |
| +2 | Technical | THSS Koduvalli | 70% | 2008 |
| SSLC | State | SSHSS Koodaranhi | 70% | 2004 |



PROFESSIONAL EXPERIENCE

* PROJECT ENGINEER TRAINEE AT UNIQUE ENERGY (20/JUNE/2011-12/APRIL/2012)

IMAGE UNIQUE.jpgwww.uniqueenergy.in

* To handle the projects of solar array installation and monitoring and its sales.
* Serve as the primary technical interface to sales, providing field based support, training & documentation.
* To manage the site survey and verify the data given by the team.
* Function in a multi-discipline project team environment to deliver quality projects and technical reports on assigned projects.
* Prepare and present the presentation to varies customers in varies solar projects.
* PROJECT CO-ORDINATOR AT TATA POWER SOLAR (TPS) SYSTEMS LIMITED (01/FEB/2013- 06/05/2014)Tata
* To manage the project of ANERT by monitoring sales as well as promotion requirements
* Manage Project (Sales, New business development as well as Installation) in charge for Kerala and to manage the work done by the Contractor and Dealers.
* New business development Activities and coordinate the project with technical team and drive the project
* Manager good relationship with customer.
* Representative of the company in varies solar project activates, Negotiation
* Serve as the primary technical interface to sales team, providing field based support, training & motivation.
* Prepare quotations and Presentations and follow of the same.
* Coordinate the entire activity (finance, delivery, service etc ) of the company on the same project in Kerala.
* Maintains project schedule by monitoring project progress, coordinating activities, resolving problems
* Maintains safe and clean working environment for the team by enforcing procedures, rules, and regulations
* Project handling and final report preparation of TPS.
* MARKETING ENGINEER AT CATHODIC CONTROL COMPANY PVT.LTD (present)

[www.cathodiccontrolcompany.com](http://www.cathodiccontrolcompany.com)

* Bidding, Tendering and Prepare quotes for varies customers and end users for different product and project
* Negotiating tender and contract term and conditions to meet both client and company need.
* Search for new clients who might benefit from company product
* Develop long term relationship through managing and interpreting their requirements.
* Coordinate with design team to deign develop and execute the project.
* Making technical presentation and demonstrating how product meets client requirements.
* Manage Order acceptance, Contract review and pricing information



SKILLS INTERESTS

* Sales and marketing engineering (Project). Sales engineering& activity oriented.
* Project management& Coordination Service and trouble shooting.
* Technical marketing. Negotiation capability.
* Power Energy Equipment other sales activity.
* Bidding and tendering. Organized operation, Self-starter
* Multi-Tasking& Working under pressure. Electronics engineering.
* Power & energy equipment. Manpower management.
* Customer & Dealer management. Channel Sales.

LANGUAGES

English, Malayalam, Tamil, Hindi



PERSONAL DETAILS

|  |  |
| --- | --- |
| ADDRESS FOR COMMUNICATION | Maliyakkal(h)  Koodaranhi(po)  Calicut(dt)  Kerala  Pin 673604 PH :+919946663440  Mail id :jintojoseph@hotmail.com |
| PASSPORT DETATILS | Passport number K6232084  Date of birth 01-04-1989  Date of issue 17-09-2012  Date of expiry 16-09-2022  Place of issue Kozhikode |



**Signature:**

**Date:**

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