**LIJU RAJU VARGHESE**

**Contact:** +968 94303133, 92239781 **E-Mai**l: [lijucharummoottil@gmail.com](mailto:lijucharummoottil@gmail.com)

**PROFESSIONAL SNAPSHOT**

* Aspiring to work in the field of Sales/System Engineering that will serve as a way of utilizing my 6 years of professional experience and Technical knowledge attained, through exposure in the Professional Audio field, which will formulate Strategic planning and opportunities that can yield out successful business growth within your organization thereby enhancing bright and long term career development prospects.
* **Currently working in Bhatia Brothers & Partners LLC,Oman as Sales Engineer**
* Worked in Tunes Trading & Services LLC, Muscat, Oman as Sound Engineer
* Worked in R.K International Pvt Ltd, New Delhi as Sound Engineer
* Functional expertise in Audio Event Management.
* An effective communicator with excellent relationship management skills and strong analytical, problem solving & organisational abilities.

**WORK EXPERIENCE**

**Bhatia Brothers & Partners, LLC Oman Sales Engineer**

**Key Tasks Handled:**

* Market Research for those suitable and economic products meeting the required criteria and negotiate for profitable discounts with various suppliers in order to finalize a suitable deal.
* Selection of proper product into the company which can give quality, sustainability and profit in-order to market for customer demands in the market.
* Monitor marketing and competitor activities.
* Plan and manage internal communications and awareness of corporate direction, mission, aims and activities.
* Initiating relationships with key decision makers in target organizations (MEP contractors, Main Contractors, Consultants & Clients) for business development.
* Assessing client/consultant requirements and suggesting appropriate design/solutions for their business needs with suitable specifications.
* Technical and design support extended to consultants when required.
* Preparation of proper estimation, design & submittals against the BOQ & specifications arrived on projects for PA/AV systems
* Attending site survey & technical support in-order to ensure that the project cycle is going with the approved design and specifications.
* Conducting technical training to the in-house team for new products/solutions.

**KNOWLEDGE PURVIEW**

**Specialities:**

* RCF, NEXO, Audiotechnica, QSC, Australian Monitor, Extron, Crestron.
* Autocad,ProTools LE, Nuendo, Cubase LE.
* Vi6,M7cl,LXi

**ACADEMIC CREDENTIALS**

**Diploma in Audio Engineering**

**Sae Institute (Byron Bay University, Australia), Chennai in 2009**

**B.Sc. (Physics & Electronics)**

**St. Aloysius College, Kerala in 2007**

*Academic Achievements:*

* **3rd rank holder of M.G University in B.Sc. (Physics & Electronics)**

**IT- SKILLS**

* Well versed in Operating Systems such as Windows XP and Vista.
* Exposure in MS Office, Excel, Power Point, Windows.
* Proficient in hardware, software and networking knowledge.
* Acquaintance with computer programming languages: C, C++, JAVA.

**PERSONAL MINUTIAE**

* Date of Birth : 11th February 1987
* Permanent Address : Charummoottil House, Nedumprom P.O, Thiruvalla,

Pathanamthitta District, Kerala-689578, INDIA

* Marital Status : Married
* Languages Known : English, Hindi, Arabic
* Passport No. : K8332476
* License No : 87280933