

**Sushil Vindeshwari Prasad**

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**PROFILE**

- Engineering graduate with a specialization in Instrumentation.
- Strong quantitative aptitude and problem solving skills with interpersonal and communication skills.

**STRENGTHS AND EXPERTISE**

- Pre & Post Sales Engineering
- Strategic Marketing
- Proposal Development
- Lead Generation
- Key Account Management
- Business Development
- Product and Company Approvals
- Pricing and Positioning
- Forecasting & Trend Analysis
- Sales Budgeting & Goal attainment

**CURRENT EMPLOYMENT**

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**Schneider Electric India PVT Ltd.**

Tenure - July 2014 to Till Date

Designation – Sales Engineer

**CURRENT RESPONSIBILITIES**

- Sales & Marketing of field instruments which include Gauges & Transmitter for parameters like Pressure, Temperature & Level. Other product includes parameters like Flow, Humidity/Moisture etc.
- Technical and Commercial support to a wide range of Customers & Executed a lot of orders in a competitive environment from different customers which include Government, Public & Private sector
- Responsible for Customer Technical Support for **Foxboro Products** for Flow, Level, Temperature and Pressure.
- Responsible for Customer Technical Support for **Eckardt Products** for Valve Positioners, Buoyancy displacement and pressure based level transmitters and Pneumatic Instruments.
- Calibration, servicing and maintenance of different field Devices such as DP Transmitter, Pressure Transmitter, Flow meter, Temperature Transmitter, Valve Positioner, Analytical Instruments.
- Responsible of Installation, Testing and Calibration of Field Instruments on customer site.
- Assembling of Buy-outs like Remote Seals, Manifolds, Flanges, Chambers etc. on Standard Foxboro/Eckardt Products.
- Forecasting the business on monthly & weekly basis, Actively participating in the Sales Plan of the company for Business Development, Updating the quote funnel on monthly basis, Entering visit reports in SAP on daily basis. Preparing Quotations, Vendor Registration (online).

- Coordinating with the Project, Pre-Sales, After-Sales, Operations & Dispatch team in executing an order (Offer to Dispatch). Also target on identifying new customers for several products& building relationships with the customer.
- Responsible for Timely Processing Received Orders and Booking and Loading On Factory.
- Responsible for Meeting Delivery Commitment with respect to Customer's Satisfaction.
- Checking & Approval of Internal Test Reports.
- Follow up with the customer for the payment.
- Provide Documentation support as per customer requirement.

### **Enzal Chemical (I) LTD.**

Tenure – Nov 2012 - MARCH 2014

DESIGNATION – Jr. Engineer – Instrumentation

#### **RESPONSIBILITIES**

- Selection of the instrument according to the need of process in Plant
- Calibration and maintenance of pressure Transmitters, PT-100 Temperature element, thermocouple.
- Testing of temperature sensors in the process and interfacing with Temperature Indicator
- Vendor Selection of instruments on the account of quality and cost affairs and need of the system.
- Planning of Automation in the Plant areas to make the Process working efficient.
- Coordinating with Production officials to get the process idea and planning the Automation.

### **Certification:**

**Certified Automation Engineer** by Prolific Systems and Technologies Pvt. Ltd., India

- SCADA : Wonder Ware's InTouch
- PLC : Allen Bradley, Schneider, Siemens etc.

#### **Skills acquired :**

- Create new application
- Define new tags analog /discrete
- Graphic animation linking tags with different Objects
- Real Time Trends/Historical trends
- Alarm

### **Educational Profile**

- **BE in Instrumentation** at University of Mumbai - May 2012
- **Higher Secondary Examination (HSC)** at Janta Mahavidalaya, Chandrapur- March 2007
- **Secondary Examination (SSC)** at St. Annes High School, Nagpur - March 2005

## **Academic Project, Training and Workshops**

- **Distributed Control System for a Captive Power Plant at Invensys India Ltd, Mumbai. (2011-2012)**  
The project deals with Design, Implementation & Testing of Distributed Control System for a Captive Power Plant. It involved identification of loops and design of a graphical interface for monitoring and control of a Foxboro DCS along with loop testing after implementation.
- **SuperTech Systems Pvt. Ltd. (2011)**  
Training in technical procedure, design of various machines & management of the products.
- **'Operations Management' at Bosch Chassis Systems India Ltd.(2011)**  
Familiarization with the process & application of ladder logic in PLC's.

## **Extra-Curricular Activities/ Hobbies**

- Played Badminton at District Level.
- Member of the publicity committee of RYTHMS 2010, RYTHMS 2012, an Inter-College cultural Fest, held at A C Patil.
- Actively Participated in sports

## **Strengths**

- Ability to learn new things quickly.
- Team Player.
- Excellent analytical and communication skills.

## **DECLARATION:**

I assure that the above furnished details are true to the best of my knowledge. I am confident of being able to exhibit to you that I shall be an indispensable asset to your organization.

**Place: Navi Mumbai.**

**Date:**

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**SUSHIL V PRASAD**