

SOHAM MISTRY

Instrumentation and Control Engineer

Ahmedabad, Gujarat.

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- Instrumentation and Control engineer having Five years of experience in Sales and Marketing field for Solar Power technology, Aerospace, Avionics, Defense Technology, Industrial Automation, IOT, Pneumatics', Healthcare Automation. Self-motivated and results driven Instrumentation and Control Engineer with expertise in Sales and Marketing for Automation Industry. Skilled with aggressive capacities at identifying & resolving inefficient procedures and processes. Adept at completing demanding projects within crucial timelines. With Key strengths in Technical Leadership, Strategic Decision making, and Customer Relationship taking to higher level. Vibrant, Positive, Self-motivated individual with ability to lead global Projects & Teams under complex, critical techno-Commercial environments.
- Currently I am working with Green Gain Energy Solutions Pvt Ltd, Ahmedabad, and As an Associate Marketing Manager from May 2017.
- Formerly I was working with Data Patterns India Pvt Ltd, Ahmedabad, and As a Associate Manager – Marketing from October 2016 to April 2017.
- Formerly I was working with Dynalog India Ltd, AHMEDABAD, and As an Application Engineer-Technical Sales from April 2015 to October 2016.
- In Past, I was working with Aprameya Engineering Pvt Ltd, AHMEDABAD, and As a Sales Engineer from June 2014 to March 2015.
- In Past, I was working with Associated Automation Pvt Ltd, Vadodara and as a Sales Engineer, from April 2013 to January 2014.

ASSOCIATE MARKETING MANAGER (Green Gain Energy Solutions Pvt Ltd):

- We are dealing with solar photovoltaic products for both rural and urban markets. Green Gain Energy has strategic alliances with government, renewable energy development agencies, non-profit foundations and grameen banks to provide access to basic amenities to those in need - water, light and electricity.
- My job role is to provide Techno – commercial support to team and resolve all their problems. Also handling training related part.
- Also dealing with commercial and as well as industrial customers to fulfill requirements as per their specifications.

ASSOCIATE MANAGER – MARKETING (Data Patterns India Pvt Ltd):

- We are India's leader in indigenously developed electronic systems in the Defense and Aerospace domain. Expertise in rugged Electronics. A rugged system needs appropriate packaging and thermal management to withstand extreme environmental conditions. Products so designed are tested to MIL-STD-810F and JSS55555 requirements.
- Products: Automatic Test Equipment and Test Solutions, Avionics Products, Fiber Optics, Fire Control systems, Space Products.
- Maintaining relationship with Key accounts and also developing new key accounts. Our major customers are ISRO Labs and DRDO Labs with Government PSUs like Space Application Centre (Ahmedabad), ARDE (Pune), RDE (Pune), BARC (Mumbai), BEL (Pune), HAL (Nasik), BHEL (Bhopal) etc.
- My job role is to fulfill requirements as per their specifications. Also handling techno-commercial part.

APPLICATION ENGINEER – TECHNICAL SALES (Dynalog India Ltd):

- Formerly I was working as an APPLICATION ENGINEER. My main products are Industrial PC, Panel PC, DAQ modules and Product Specialist for ADVANTECH, IEI, Lanner, Acromag and Winmate Etc.
- I have to handle Key accounts as well as develop new Key Accounts.
- Also participate in tender through system integrator. We are participating with ABB, Schneider, Infinium Solutions and Daniel Measurements etc.

SALES ENGINEER (Aprameya Engineering Pvt Ltd):

- Formerly I was working as a Sales Engineer. My main products are Medical Instruments like Electro Surgical Units, Laparoscopy and Endoscopy sets with all accessories, Multi parameter patients monitors etc.
- I had developed KOL in my territory.
- Maintaining relationship with KOL and generating new business through them.

SALES ENGINEER (Associated Automation Pvt Ltd):

- I had worked as Sales Engineer for pneumatic actuator, electric actuator, solenoid valve & Dscall electronic gadget.
- I had done marketing of pneumatic actuator at Asian Paints Ankleshwar for their damper control application at turbine, GNFC Bharuch for their domevalve application at ash plant, Birla Cellulosic Kosamba for their new plant, pneumatic actuator with solenoid valve at Godrej Valia for their new plant, pneumatic actuator with solenoid valve at Adani Wilmar Mundra for their stirrer application, electric actuator at Essar Steel Hazira for their damper control application at turbine.
- I had also done commissioning with DCS, Installation, configuration, maintenance, repair Preventive/predictive/shutdown maintenance.
- DM water plant/cooling towers/raw water treatment plant/fire water pumping station.
- I has also done project on LABVIEW based system for Dudhsagar Dairy, Mehsana.

Education:

- Bachelor of Engineering in Instrumentation and Control 2013.
Dharmsinh Desai University, Nadiad, Gujarat (INDIA)

Technical Skills:

- LABVIEW, PLC programming, DCS algorithms, HMI development platform (SCADA), simulink, Mat lab.
- I had taken training over LABVIEW.
- I had taken vocational training at IFFCO, KALOL.

Area of Interest:

- Process Automation, Design based Process Instrumentation, PLC development with System design, Pneumatic Instrumentation, Algorithms of DCS Systems, Troubleshooting of AC and DC drives, Project Management system, interested in Marketing of Instrumentation.

Strength:

- Punctual and self-motivated to achieve goals in career, Good communication skills and interpersonal skills, Enthusiastic and hardworking, Leadership skills and a good team member as well as good team Leader.

Personal Information:

NAME	:	SOHAM MISTRY
DATE OF BIRTH	:	30 JULY, 1988
ADDRESS	:	128, Krishna Township, Vaniyavad, College Road, Nadiad-387001. GUJARAT.
MARITAL STATUS	:	MARRIED
NATIONALITY	:	INDIAN
SEX	:	MALE
LANGUAGES KNOWN	:	Gujarati, Hindi & English

Declaration:

I hereby declare that the above written particulars are true to the best of my knowledge and belief.

Place: Ahmedabad

Date: 20th June 2018

SOHAM MISTRY