

## **SAMEERSINGH BAIS**

**S/O: SURENDRASINGH BAIS**

C/O: A-103, Swami Vivekananda Arc,  
Vishal Complex, Chakki-Naka,  
Kalyan (E). 421306., Maharashtra  
INDIA, Phone no: 9324891634  
Email:-ssbsameer87@gmail.com

### **CAREER OBJECTIVE**

To make a positive contribution through my knowledge, skills and personal commitment and continuously strive for professional satisfaction, organizational and individual excellence.

### **EXPERIENCE**

<b>Company Name</b>	: Eureka Forbes Ltd
<b>Date of Joining</b>	: 12 <sup>th</sup> May 2014
<b>Role</b>	: Territory Manager

#### **Responsibility-**

- a) **Sales and Marketing for RO Plant & DM Plant for Industrial purpose Water Purifier Machines and Industrial Machine to various Segments with prime focus on Industries, Institution ,Corporates /Commercial Segment ,Bank, Govt & Defence sector,**
- b) **From Last two year working in Mumbai, Navi Mumbai , Suburban area, Before That one year worked at Vapi, Silvasaa, Daman, Valsad –Industrial Belt**
- c) **Demonstrates products to existing potential customers.**
- d) **Analyzes the territory potential and determines the value of existing and prospective customer's value to the organization.**
- e) **Observe record and report competitor activities in the territory.**
- f) **Generating Leads from various sources like Internet, Trade magazines, Observation, etc.**
- g) **Monitoring competitor activity and competitors' products.**
- h) **Conducting promotional activities.**
- i) **Coordinating with distributors**
- j) **Handling Service Team & Co ordinate with them accordingly**

**Company Name** : **Thermax Ltd- ( TCA) Environ Engineers**  
**Service Period** : **1<sup>st</sup> July 2013 to 30 April 2014**  
**Role** : **Service Executive**

**Responsibility-**

- **Maintain & Commissioning of Electrostatic Precipitator (ESP) & Bag Filter (Air Pollution control equipment on Site.**
- **Study Drawings ( Spare Parts , GA, P & I )**
- **Provide Spare to Customer, according to requirement.**
- **Send them Quotation & arrange material after receiving P.O**

**Company Name** : **S Crane Engineering Work- Dahisar**  
**Service Period** : **28<sup>th</sup> August 2012 to 30 June 2013**  
**Role** : **Service Engineer**

**Responsibility-**

- **To do service of EOT Crane, Grantry Crane, Passenger Lift etc and Provide them Solution & Spares**

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**EDUCATIONAL QUALIFICATION**

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**ELECTRICAL ENGINEER (DEGREE)**

Class	Board	Year	Percentage
X	MUMBAI UNIVERSITY	2004	57.33%
XII	MUMBAI UNIVERSITY	2006	57.00%
B.E (ELECTRICAL)	MUMBAI UNIVERSITY	2012	61.33%

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**PROJECT**

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- **MICROCONTROLLER BASED SPEED CONTROL OF AC MOTOR**

## AUTOMATION KNOWLEDGE

- SCADA- Graphic Animation, real time & Historical Trend, Alarm
- PLC- Allen Bradley (Micrologix 1000), Fault finding
- HMI- Panel View, Creating Application, Communication With PLC

## PASSPORT DETAILS

- PASSPORT NO – K1657232
- DATE OF ISSUE- 09/12/2011      DATE OF EXPIRY- 08/12/2021,

## PROFILE SUMMARY

An Electrical Engineer with 5 Year of Experience & have knowledge of Sale, Client &, Market, Techno Commercial Person & have Basic I.T skills seeking a challenging position. Ready to work in a challenging situation with result orientation

## PERSONAL PROFILE

- Date of Birth : 28/10/1987
- Father's Name : SURENDRASINGH BAIS
- Permanent Address : A-103, Swami Vivekanand Arc,  
Vishal Complex, Chakki-Naka,  
Kalyan (E). 421306.
- Status : Married
- Nationality : Indian
- Languages Known : English, Hindi & Marathi

## DECLARATION

I hereby declare that the above mentioned information is correct up to best of my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Kalyan (East)

Date:12-4-2017

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