



# VIMAL KOTTIKKAL VIJAYAN

📍 **Home :** Sharjah, United Arab Emirates

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**Gender:** Male **Date of birth:** 08/09/1994 **Nationality:** Indian

## ABOUT ME

Energetic Sales Support Specialist with 5 years of experience and focused on enabling strong LV Switchgear sales by skillfully handling administrative needs. Successful at managing estimation tools and creating informative reports.

## WORK EXPERIENCE

[ 06/2022 – Current ]

### Sales Support Specialist

#### *Bin Ghalib Engineering*

**Country:** United Arab Emirates

- Possess in-depth knowledge of LV switchgear products, including their specifications, applications, and technical features
- Provide technical support and guidance to sales team members and customers, addressing product inquiries and assisting in product selection.
- Collaborate with engineering and product development teams to stay updated on the latest advancements and features in LV switchgear.
- Lead the preparation of technical/commercial offers based on customer specification requirements in coordination with company organizational directives.
- Provides technical support and consultation during the technical meetings, product presentations, negotiations and offers
- Build and maintain strong relationships with customers, providing exceptional support and addressing their technical inquiries or concerns.
- Provide insights and recommendations based on sales data analysis to drive sales growth and optimize product positioning.

[ 09/2019 – 06/2022 ]

### Proposals and Tendering Engineer

#### *Mars Switchgears Manufacturing LLC*

**Country:** United Arab Emirates

- Demonstrated a deep understanding of LV switchgear products, specifications, and applications.
- Stayed updated on industry trends, standards, and regulations related to LV switchgear, ensuring accurate and up-to-date knowledge.
- Prepared Techno-commercial offers by analyzing customer's electrical specification.
- Participated in Techno-commercial discussions with Customer along with Sales for securing orders and managing the subsequent contracts.
- Analyzes customer needs and competitor offers through general market information and information provided by the sales team.
- Performs lost proposal analysis, identifies potential cause, and recommends future actions in cooperation with sales/organization to obtain better future results.

[ 10/2018 – 09/2019 ]

### Electrical Estimation Engineer-LV switchgear

#### *Faisal Jassim Trading Co.L.L.C*

**Country:** United Arab Emirates

- Worked with the Sales managers and all company internal stakeholders to prepare a proposal plan that meets the objectives of the proposal budget and timeline.
- Analyzed RFQs (Request for Quotation) and prepare costing as per standard process and tools.

- Prepared demanding Techno-commercial offers based on electrical specification provided by clients.
- Performed Value engineering as requested by sales engineer & customer.
- Supports the sales organization/customers in determining the most technically appropriate and cost-effective solutions.
- Obtained feedback from projects for “lessons learned” to incorporate in future proposals.

[ 05/2017 – 06/2018 ]

## **Estimation Engineer**

### ***Tetracraft Technical Services***

**Country:** United Arab Emirates

- Leveraged estimating tools and quotes from vendors to develop cost estimates and lead times for proposals.
- Conducted research to obtain data on labor costs, materials and production times.
- Delivered comprehensive bid proposals for MEP projects and gained client approval on costs.

## **EDUCATION AND TRAINING**

[ 08/2012 – 06/2016 ]

## **Bachelor Of Technology - Electrical And Electronics Engineering**

### ***Mahatma Gandhi University***

**Address:** Kerala, India

## **LANGUAGE SKILLS**

**Other language(s):** English , Hindi

## **DIGITAL SKILLS**

Microsoft Office | Autocad | Microsoft Dynamics365 | BlueBeam Revu | ABB E-Design

## **ORGANISATIONAL SKILLS**

**Project estimation and bidding**

**Calculating cost factors**

**Project Management**

**Cost Estimating**

**Sales management**

**Cost Mangement**

**Low Voltage Switchgear**

**Documentation**

**Sales Support**