*Yunus Abdul Majeed Muhammed Misbah*

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**Academic Achievements:**

 **≥** University - **VTU**, **Eng. (B.E)-Electrical and Electronics, Bangalore,63% (2007 - 2011)**

 **≥** Pre-University - **Al-Ameen College, Bangalore, 80% (2005 - 2007)**

 **≥** School - **Baldwin Boys High School Bangalore, 66% (1997 – 2005)**

**Skills:**

Product Sales, Presentation skills
Emerson Flow Meters (Coriolis,Electromagnetic,Turbine,Thermal,Ultrasonic)

SCADA Technical support, Matrikon OPC Client Server configurations, Vacuum Pumps

Contact and non-contact Level transmitter

Electrical and pneumatic actuators,Control valves

Bid evaluation & preparation

Generators, Compressor Installation

Software: C, MATLAB, Vba, ERP, IFS

Familiar with standards API, ASME, ISO, ANSI, ATEX

Industries Dealt With : Oil & Gas, Food & Beverage, Chemical & Pharmaceuticals.

**Relevant Experience:**

**Company - Pride Controls and systems – Bangalore,India( January 2021 – Onwards )**

 **( Manufacturer of Flow meter and Actuators )**

**Job Title - Technical Sales engineer – Flow meters, Actuators**

* On Site visits to understand customer application on sewage treatment ,batching, telemetry applications .
* Undertaking projects on telemetry systems integrated with flow meters for ground water monitoring with connectivity with remote servers through GSM communications and iot solutions .
* Generate new leads, enquiries through OEM, consultants, contractors and end users to develop new business.
* Undertaking projects from customers and handle technical and commercial enquiries.
* Technical support for installation of Electromagnetic,Turbine,Vortex,Ultrasonic meters electrical and pneumatic actuators,control valves,RTD.

 **Company - Unique Vacuum Solutions – Bangalore,India( Sept. 2020 – December 2020 )**

 **Job Title - Product Marketing Executive – Vacuum Pumps , Solberg Filters**

 [**www.uniquevacuum.co.in**](http://www.uniquevacuum.co.in)

* On Site visits to understand customer application.
* Generating enquiries through cold calling for Rotory Vane , Piston ,diapraghm ,screw pumps, Solberg Filters and selecting based on application .
* Technical presentation of Vacuum Pumps, Solberg Suction Filters,Helium leak testing services calibration and supply of Pirani gauges offered by the company .

**Company - Emerson Automation Solutions - Saudi Fal (March 2017 – Sept. 2019)**

 **(Authorized Local Business Partners – For Emerson in Saudi Arabia)**

[**www.saudifal.com.sa**](http://www.saudifal.com.sa)

**Job Title - Outside Sales Engineer – Flow Dept.**

* Interpreting Piping & Instrumentation (P&ID) Diagrams with end users & project team to follow installation guidelines.
* Handling technical and commercial queries on Coriolis,Electromagnetic,Turbine,Ultrasonic Multiphase flow meters.
* Evaluation of technical & commercial bid projects received from EPC contractors.
* Technical & commercial bid preparation for applications like gas custody transfer using Daniel Ultrasonic Flow Meters with complete setup including pressure, temperature transmitters with Flow Computers.
* Coordinating with other departments like valve automation, remote automation solutions for technical clarifications.
* Preparation of skid mounted packages involving complete setup from flow meters ,transmitters, control panel etc.
* Key Customers Dealt with: Saudi Aramco, SWCC, Sabic, NWC, Maaden Phosphate, Maaden Aluminium

**Achievements:**

Generated new business from contracting companies like Alascon end user was Aramco, Coordinated a high value order from Maaden by regular follow ups**.**

**Company - Khusheim Holding Co. – Saudi Arabia (March 2016 – January 2017)**

 **(Since 1954 Distributors of Industrial Equipment’s in K.S.A)**

[**www.khusheim.com**](http://www.khusheim.com)

**Job Title - Sales Engineer for Key Account Saudi Aramco**

* Giving presentation to buyers, end users, planners on company’s products & services primarily in MRO (Maintenance, Repair & Operations)
* Site Visits to gas plants, refinery, terminals, well heads, sea water injection plants, processing facilities to meet end users & promote products adding value
* Generating RFQ, Costing preparation, processing of products & delivery aspects
* Executed projects on compressor installation & commissioning
* Corroborating with companies like Grainger, Chicago Pneumatics, Makita, Load Tec on technical & commercial aspects

**Company - Select Software (I) Pvt Ltd - India (March 2015 – December 2015)**

 **(Distributor - Gold Integrator for Matrikon OPC in India)**

[**www.selectindia.com**](http://www.selectindia.com)

 **Job Title - Product Pre-Sales Executive Matrikon OPC, Cogent Data Hub**

* Providing assistance on suitability of Matrikon OPC, Cogent products with client’s application
* Generating new leads, giving presentations to prospective customers
* Technical assistance to clients on communication of opc with host systems (eg. DCS)
* Installation & Configurations of Client Server connectivity.

**Company - Toshniwal Instruments - India (October 2013 – January 2015)**

 **(Authorised Distributor for Bopp & Reuther In India)**

[**www.toshniwal.net**](http://www.toshniwal.net)

 **Job Title - Sales and Service Engineer – Flow Meters**

* Preparing quotations, sale orders using ERP software – Microsoft Dynamics

* Site inspection to give guidance to customers on pipeline parameters & suitability of location
* Sizing of flow meters & technical calculations (Flow rates, Pressure) for various applications like compressed air, fluid measurements for HSD (High Speed Diesel) etc.
* Preparing Bill of Materials (BOM) for projects involving integration of flow meter with PLC (Programmable Logic Controller) system
* Commissioning of Electromagnetic, Turbine, Ultrasonic, Vortex Flow Meters for Applications like ETP (Effluent Treatment Plant) STP (Sewage Treatment Plant) by providing the piping configurations and the electrical wiring setup
* Commissioning of PD (Positive Displacement) meters for custody transfer applications

 by giving the necessary details to the customer related to the accuracy of the

 system and checking it on site

**Achievements :**

 Generated business for the company from Triveni Turbines, Tenova Delkor Mining & Minerals, The Ritz Carlton .

**Company Name - Protocol Automation Technologies (December 2012 – March 2013)**

 **Job Title - Trainee Support Engineer – SCADA Movicon**

[**www.protocolindia.com**](http://www.protocolindia.com)

* Configurations involved in OPC Kepserver, Cogent, DCU (Data Collector Unit) Gateway
* Establishing communication between plc Allen Bradley, siemens with Movicon scada

**Company Name : Yokogawa (October 2011 – November 2011) As Trainee**

[**www.yokogawa.com**](http://www.yokogawa.com)

* Configuration of pressure, temperature transmitters and commissioning it in the field

**Personal Details:**

* Date of Birth : 20/04/1989
* Saudi Driving License
* Languages Known : English, Hindi, Arabic (Basic)
* Passport Number : N8267464, Indian
* Date of Expiry : 05/06/2026