

SHAIKH SHAHNAWAZ ASLAM MOHD RAFEEQ

E-mail: engineer.shaikh9@gmail.com /
shaikh.shahnawaz9601@gmail.com

Mobile No: 7498270091 / 9372525118

Objective

Seeking a position and to utilize my skills, Key roles and abilities in the Service and Sales Technical driven Industry, which offers professional growth while being resourceful, innovative and flexible.

Self-Assessment

- Exhaustive knowledge to Basic Electronics, Home Automation, CCTV Surveillance, CCTV installation and all settings
- Better knowledge of CCTV, Smoke detectors, EPABX, Fire Detectors, Gas leak Detectors(not 100%), All Cables and wires, LAN Cable, NVRs, DVRs, Mobile NVRs, Point to point communication, Biometric attendance machine, access control and home automation based products.
- Basic Electronics, Automation, Telecom, & GSM, CCTV, Fire detector, Smoke Detector, Insulators etc.
- Excellent team spirit to fit well with any professional team and make valuable contribution.
- I really love travelling.
- I like to Interact with new people, new clients, new channel partners.
- I am a target achiever.
- I Believe in team work.

Academia

Examination	Board/University	Percentage (%)	College
SSC	Maharashtra	Passed (I) grade	M.H.S.B
HSC	Aurangabad	Passed (I) Grade	M.Jr.C
Diploma (Electronics)	M.S.B.T.E	Passed A Grade 2008	ARK Poly New Bombay
Bachelor of Engineering	Dr BAMU University	Passed A Grade 2010-11	PES College of engineering

Project Profile

- **Mini Projects:** Project report on Electronic Code Lock and Full wave AM / FM modulator.

- **Major Project:** Have completed Final Year Diploma Project name “ **HOME AUTOMATION** ” during final Year in 2008. it’s consists of Water Level Controller, Visitor Counter, Logic Code Lock, Smoke detectors etc.

Software Skills

Proficient in	MS Office Suite, ,CCTV, EPABX, ACCESS CONTROL, Consumer durable.
Languages	Basic C, C++
Knowledge of	Matlab, Basic Ms-Office, Networking, CCNA, CCNS, Basic of Internet Browser like IP config, MS DOS, Disk Operating system for ping of IP.

Extra Curricular Activities

- Participated in National Level Competition in PESCOE Aurangabad.
- Organized the national, regional and college level events.
- Participated in various sports and cultural activities at school and college level.
- Awarded as a winner in Tech-Era Project Exhibition that was conducted in ARK Polytechnic New Bombay in 2008 project was “Home Automation”.

Experience

- **(1) Around one years of experince in Manatec electronics PVT. LTD., Puducherry as a Service and Sales Engineer on (Percentage Basis).**
- **From (Year 2011 January to 2012 3rd of January)**

Key Role and Job Responsibilities: Worked for Manatec Electronics PVT. LTD., as an Sales (Percentage Basis) and Service engineer for Manatec electronics for Aurangabad Region districts.

Sales (Percentage Basis) and Service of Wheel Alignment machines, Wheel balancing Machines etc.

Also experince on work at FOX 3D machines.

To Provide Service of new machines as well as Old Machines like Wheel Aligner, Wheel Balance, PUC Machine, customer of Manatec in Marathwada Region.

Installation of new machines like Wheel Alignment, Wheel Balancer, PUC Machine, Vehicle A/C Gas Charger, 3D Fox machines etc.

To Provide Demonstration of new machines also to the New customer.

Making AMC's of old or Out of warranty machines.

(2) Worked 1 years with Eureka Forbed LTD. As a Service TL-II (For Dealers, Distributors, Channel Partner, Franchise) and Service Team Leader for entire Marathwada Region which consists around 8 to 9 Districts. As well as Sales engineer for the same.

(From 13th of January 2012 to January 2013)

Key Role and Job Responsibilities:

- Taking care of Entire Marathwada Region Like (Aurangabad, Nanded, Latur, Beed, Parbhani, Jalna, Osmanabad, Ambejogai all Districts) as a Service (Only for Dealers, Distributors, Channel Partners, Franchise), and Service Team Leader for Consumer division (Around 14 different Products) in EFL Eureka Forbes Limited.
- Ability of Solving all Service Related product problems of Distributors, Super Stockist, Dealers, Franchise, Customers And Channel partners too.
- Management of Franchise, Channel partners and their Service Technician as well as their Sales Representatives and Executives in different district.
- Handling and full filling all requirements of franchise, Channel Partners, Dealers, Sub Dealers, and also Distributors and Super Stocker like spare requirements, Sales related problems, Client Relationship, customer issues, service related issues, system related issues, man power issues, technician issues and sales executives problems related to service, Branding and material availability from Company, Ware House or from Super Stockers etc.
- Experience of Handling of technician team of around 18 Diploma and ITI Technicians.
- 100% customer satisfaction was our first motive.
- 100% distributor and dealer Satisfaction related to Sales as well as service.
- Travelling from HO aurangabad to Different district on basis of PJP (plan of Journey) and reported to Region Head, Manager, Circle Manager, etc

(3) Worked around 6.3 years with LIMRA COMPUTERS, LIMRA CCTV PVT. LTD. As a Service And Sales Region Head – Service GM General Manager for entire Marathwada Region included 8 Districts.

(From 15 February 2013 To 28 February 2019)

Key Role and Job Responsibilities:

- Service and Sales of CCTV (Analog, HD, Digital, IP cameras and DVR/NVR, Mobile NVRs.), Electronics security products, Fire detection, Project management ability, Access Control,

Security systems, Attendance machines, Smoke detectors and Gas Leak Detectors, EPABX, access Control. As well as taking care of Service related issues of Dealers, Franchises, Sub Distributors, Distributors, Channel Partners, and Corporate clients too.

- Team Management and experience of handling around 8 to 10 Technician as well as ITI technicians And sales executives, sales representatives of Dealers, Franchise, Distributors for sales and Service related Problems.
- Solving all Service Related, product related problems of Distributors, Super Stocker, Dealers, Channel Partners, and Corporate clients too.
- Business Developing responsibilities and ability.
- Clients interaction as well as dealers/ Distributors relationship maintaining.
- Always love to travel any where in Marathwada Region.
- Almost target achiever for every year.
- Around 700 major and minor projects in entire Marathwada and I was taking care all projects as sales and service Head and Project management from stating estimate to final of project along with all payments to be clear.
- Sales around 75 Lakhs to 1 Cr per year for company from my region. (amount is including Sale of CCTV DVR, NVR, IP, HD, Analog products, From Service, and most importantly from AMCs for big industries and Big projects)
- Making profit for company by Making AMC'S of MNC companies.
- Good sales as per target per months. (around 5 to 8 Lakhs)
- Worked and Service/sales for around 100/120 IP Cameras Also on a single project.
- Taking care of Entire Marathwada Region Like (Aurangabad, Nanded, Latur, Beed, Parbhani, Jalna, Osmanabad, Ambejogai all Districts) as a Service as well as Sales (Only for Dealers, Distributors, Channel Partners, Franchise), and Service Team Leader for Consumer division (Around all Products related to CCTV, access control, Attendance machines, Smoke detectors, EPABX) For LIMRA Computers.
- Ability of Solving all Service Related product problems of Distributors, Super Stocker, Dealers, Franchise, Customers And Channel partners too.
- Management of Franchise, Channel partners and their Service Technician as well as their Sales Representatives and Executives in different district.

- Handling and full filling all requirements of franchise, Channel Partners, Dealers, Sub Dealers, and also Distributors and Super Stocker like spare requirements, Sales related problems, Client Relationship, customer issues, service related issues, system related issues, man power issues, technician issues and sales executives problems related to service, Branding and material availability from Company, Ware House or from Super Stockers etc.
- For a Sales and Service GM I think Service play 45% main important role for the growth of company as well as for our own Target achievement.

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Recently Working with ADIT GROUP, ADIT SECURITY PVT LTD, AHMEADABAD BASED Company having products like CCTV own manufacturing called AVTRON, Fire alarm system GST, Access control and time attendance machine called spectra, accessories, Public address system and many more around 500 products.

Working as a RSM for Mumbai region.

Area of Interest

- CCTV (HD, IP, All in one, DVRs, NVRs, HD DVRs, EPABX, attendance machine, Smoke Detectors, Fire Alarm, electronics, Automation, Access control, consumer durable.
- Home Automation, Digital electronics, Analog Communication,

Hobbies:

Always love to travel, Watching and playing Cricket, Study new projects and technologies, reading EFY magazine.

Personal Information

Name:	SHAIKH SHAHNAWAZ ASLAM
Sex:	Male
D.O.B:	04/01/1988
Nationality:	Indian
Marital Status:	Married
Languages:	English, Hindi, Urdu, Marathi And Arabic etc.
Permanent Address:	Sector 6, RH L-Row, Vashi, Navi Mumbai
Mobile No.:	+91 7498270091 / 9372525118

Place: VASHI, Navi Mumbai

(SHAIKH SHAHNAWAZ)