

MURTUZA HUSSAIN



A Distinction Graduate from OU in Engineering with passion to learn and believe it's never a loss but you pay for an experience, successful in making decent revenue generating ventures from scratch and would be happy to help others reach their goals.

Contact :- Murtuza.instrumentation@gmail.com +91-9640302042

EXPERIENCE

Sales and Marketing Engineer - Instrumentation,

KEN Control (Resellers - Omron, Fuji, Autonics, Pro-Face, Delta, Endress & Hauser)

July 2019 - PRESENT (3 Years, 5 Months)

Sales and marketing of PLC, HMI, VFD, sensors, actuators, servo motors, Flow Meter, Temperature sensors, Temperature Transmitters etc. attaining clients requirements of the packaging, Pharmaceutical industry & OEM's which was an added advantage to push new products at competitive pricing.

- Develop, present or respond to proposals for specific customer requirements, including requests for proposal responses and industry specific solutions.
- Sell products requiring extensive technical expertise and support for installation and use, such as field instruments, control valves, VFD, PLC, Servo motors etc.
- Confer with customers and engineers to assess instrument needs and determine system requirements.
- Recommend improved materials or methods to customers, documenting how such changes will lower costs or increase production.
- Providing technical and non-technical support and services to clients regarding the use, operation, and maintenance of instrumentation and controls.
- Research and identify potential customers for products and services.
- Arrange for demonstration or trial installations of equipment.

Sales and Marketing Engineer - Instrumentation

Sansree Automation Private Limited (Authorized Resellers - Mitsubishi, SIEMENS, Fuji, Delta, Autonics)

May 2018 - June 2019 (1 Year, 2 Month)

- Conducting analysis of sales and monitoring customer feedback.
- Making quotations, following up of orders and receivables; handling payment and delivery terms, invoicing.
- Demonstrating products, services, and solutions to potential clients.
- Preparing and presenting potential cost-benefit analysis to potential clients.
- Delivering presentations and demos to customers.
- Maintaining existing customers, making new customers & creating long-term relationships.
- Negotiating tender, contract terms, and conditions.

Passport & Personal Details

Passport no. : S7795957
Date of Issue : 17/12/2018
Valid Up-to : 16/12/2028
Date of Birth : 26/04/1995
Marital Status : Single
Nationality : Indian

LANGUAGES

English, Hindi, Urdu

SKILLS

Marketing, Sales, BLDC motors, PLC, VFD, Sensors, servo motors / Drives, Salesforce, ZOHO-One, Paramantra CRM.

EDUCATION

Osmania University,
Bachelor of Engineering
— *B.E - Instrumentation*

Instrumentation Engineer

Avineon India

Nov 2017 – Apr 2018 (6 mos)

Preparation of Instrumentation deliverable like Instrument Index, Instrument specification sheet (ISS) & Data Sheet, I/O List, Functional Loop Schematic, Logic Diagrams, ILD, Wiring Diagram, Terminals Block diagrams & Interconnection diagrams, Hook Ups, Instrument installation Schedule (IIS), Cable Schedule etc.

- ADCO - Abu Dhabi Company for Onshore Oil Operations : Designing instrumentation loop diagram and instrument control and design as per the given inputs using SPI- Smartplant Instrumentation INtools.
- ADNOC - Abu Dhabi National Oil Company formerly known as GASCO : Creation of JB, Marshalling racks, System cabinet, Instruments and wiring them virtually using SPI- Smartplant Instrumentation INtools.