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**Asst. Sales Manager / Business Development / Marketing/ Procurement
Key Account Management with an organization of High Repute Companies.**

Career History of 11 Years & 7 Months:

Present Job Profile:

With “**AI ZUBAIR TRADING ESTD**” (**Electrical & Mechanical Division**), it’s a group company of **AI ZUBAIR CORPORATION**, Abu Dhabi from (Jan’ 2021 – Present).

Presently working as **Asst. Sales Manager** to lead business in UAE region. Grow market share by increasing targeted product-line of OIL & GAS Industry, in UAE and other GCC countries.

Business Development for all major Government Entities in **ADNOC Group** of Companies, dealing with OIL & GAS industries handling projects, EPC and Power Companies.

With set target of generating revenue of **Gross Profit AED 1.2 million per year.**

AL BATHA ENGINEERING GROUP, (March’ 2015 – December’ 2020)

Worked with “**GECO Chemicals Oil & Gas Field Services**” (**Electrical & Mechanical Division**), it’s a group company of **Al Batha Engineering Group**, Abu Dhabi.

Asst. Sales Manager to lead business in UAE region with a team of 6 Sales Engineers. Grow market share by increasing targeted product-line of OIL & GAS Industry, in UAE and other GCC countries.

Responsible for all major Government Entities in **ADNOC Group** of Companies, dealing with OIL & GAS industries handling projects, EPC and Power Companies for **Sales and Procurement for Projects.**

With set target of generating revenue of AED 15 million and team target of 45 million per year.

Duties:

- Overseeing up to 6 members of team.
- Conducting Weekly and Monthly Meeting with Sales.
- Provide leadership and professional guidance to the business in relation to Procurement.
- Handling Existing Clients Project and New Projects.

- Providing company Directors with and analysis of market & competitor intelligence.
- Looking after a Sales department with an annual turnover of 45 million AED.
- Assisting the team in pricing and preparing tender submissions and written proposals to clients.
- Identifying and pro-actively resolving problem areas.
- Communicating with ADNOC Group & EPC clients on a daily basis.
- Carrying out team performance analysis.
- Assisting the team to Source the Special Equipment's from overseas for Oil & Gas Field Industry.

ADNOC Registration:

- Pre-Qualified OSCAR with ADNOC Group Companies. (ADCO, ADSB, ZADCO, ADWEA, ADMA-OPCO, ADGAS, BOROUGE, FERTIL, TAPCO & TRANSCO, etc.)

Equipment's dealt with ADNOC Group and Power Companies:

<ul style="list-style-type: none"> ➤ Pumps ➤ Generator/ Step down / Distribution Transformers ➤ Automotive Lubricants, Industrial oils & Greases ➤ MV / LV Switchgear panels ➤ MV / LV Cables ➤ Lighting Fixtures ➤ JB, Cable Glands and Lugs ➤ Cable Termination Kit & accessories ➤ Analyzer 	<ul style="list-style-type: none"> ➤ Chemicals ➤ Electrical Bulk ➤ Packaged Sub station ➤ ELV System ➤ Pipes & Fittings ➤ Valves ➤ UPS ➤ Gaskets
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Projects Involved:

- EPC for Call-Out Contract for Bu Hasa Wellhead Remote Monitoring and Control Implementation and Construction of Oil Network Over Pressure Protection

Client: ADNOC Onshore (ADCO)

Project Value: AED 525 Million

- EPC For Rumaitha Thamama Zone B Phase III Expansion Development & Conversion of Ra Phase I/II CO2 Affected Wells

Client: ADNOC Onshore (ADCO)

Project Value: AED 595 Million

- EPC for Tie-In Work At South East Package-C

Client: ADNOC Onshore (ADCO)

Project Value: AED 645 Million

- Supply Of Sales Gas To TALEX/SENAAT Projects at KIZAD

Client: ADNOC Gas Processing (GASCO)

Project Value: AED 30 Million

- Interconnection of ADWEC CRS to DEL at Taweelah

Client: ADNOC Gas Processing (GASCO)

Project Value: AED 44 Million

- Inter Refinery Pipeline Project Phase II

Client: TAKREER

Contractor: GS Engineering

CSA Job Profile: (October'2013 to March' 2015)

Associated with CSA, Canadian based company in Bangalore from past 1 year & 7 Months. Worked as Technical Sales & Marketing Engineer in Business Development of **INDIAN** market for Health & Safety and Hazloc & Industrial control.

Achievements in CSA:

- Achieved prestigious 19 new clients in 11 months and order value of USD 3million in all different segments.
- Coordinated with Grand Inauguration function Of New Office Opening CSA Group, India In 2014.
- Represented Company CSA in Asia – 2014, Delhi
- Represented Company CSA in ELECRAMA – 2014, Bangalore.

PLANSEE SE, Bangalore

Technical Sales & Marketing Engineer (August 2010 to September 2013)

(Reporting to Head of Sales & Marketing, Switzerland)

Associated with PLANSEE SE, Austria based company in Bangalore with Annual Turnover of Euro 1.24 Billion one of the largest and leading manufacturer, Importer of all powder metallurgical materials for industries. Worked as Technical Sales & Marketing Engineer in Business Development of **INDIAN** market for Power Transmission & Distribution Switchgear Division.

Responsibilities: (Sales and Marketing of Power T/D & Electronics Components - India)

- Enquiry preparations for projects of PSU/ Private Projects
- Cross checking Guaranteed Technical Particulars, Drawings, Quotation of material before sending it to customer and getting drawing approvals from customers with the help of R&D department – Switzerland in case it is required.
- Conducting online review meeting with Head of Sales & Marketing and internal department in Switzerland for smooth execution of orders.

- Comparative study of various competitors and analysis.
- Attending Technical and Commercial negotiation with various customers for finalizing orders.
- Preparing Annual Business Plan for quarterly and yearly for Power T/D & Electronics.
- Customer interaction for preparing the specifications including commercial and technical particulars.
- Regular visit / contact with customers to know about the upcoming requirement of new development and projects.
- Building & maintaining good relations with customer.

Achievements:

- Got the prestigious order from BEL, Bangalore worth 5 million Euro for supply of CuCr Contact Component Medium Voltage Switchgear.
- Got the prestigious order from CG, Aurangabad worth 1.24 million Euro for supply of CuCr Contact Component Medium Voltage Switchgear.
- 2.65 million Euro for supply of CuCr Contact Component Medium Voltage Switchgear.
- Based on the performance got addition responsibility for Electronics segment from head of Sales & Marketing, Austria.
- Represented Company in Trade Show ELECRAMA – 2012, Mumbai.

Core Competencies:

Business Development:

- Tracking variance with set target, preparing standard weekly & monthly report, conceptualizing and executing strategies to mitigate target v/s actual.
- Visiting different regions in India, making presentation to increase customer awareness and help in generating more business by penetrating new markets.

Techno Commercial Operations:

- Completing pre-tender obligations like submitting pre-qualifications, study of contractual conditions, project cost analysis including considering cost impact of techno-commercial conditions.
- Preparing contract document's for work items including contractual terms and conditions technical specifications and commercial terms.

Marketing:

- Formulating & implementing strategies / policies and reaching out to unexpected market segments / customer groups for business expansion.
- Liaising and building healthy relations with business partner's for achieving business goals.
- Organizing technical presentations for product and business development, focusing on brand establishment & market penetration.

Key Account Management:

- Building & maintaining relations with clients, generating business from the existing accounts and achieving profitability and increased sales growth.
- Ensuring customer participation in online auction by targeting prospective customers (Existing as well as prospective new) for products offered.
- Interfacing with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business.

Professional Enhancement:

- Presented Presentation of Indian Market on behalf of Indian Team in Austria.
- Completed Training on Technical and Business Development on Power T/D & Electronics in Austria.

Educational Credentials:

- Bachelor of Technology- (Electrical and Electronics Engineering), Visvesvaraya Technological University. (VTU), Belgaum.

Personal Particulars:

Date of Birth: 11th Jan 1984

Languages: English, Hindi, Kannada, Telugu and Tamil.

Computer Software Proficiency: Electrical AutoCAD 2D, SAP, Windows 2000/XP-MS office, C.

DECLARATIONS:

I hereby declare that the above-furnished details are true to the best of my knowledge and belief.

Yours faithfully

Place:

Date:

(SATISH SHIVA SHANKAR.B)