

## Curriculum vitae

### **S. BALAJI PRABHU**

Email: sbalajiprabhu@gmail.com

Mobile: +973 35185497

LinkedIn Profile: <https://www.linkedin.com/in/balaji-prabhu-b359bab3/>

#### **Objective:**

Seeking for suitable Technical Sales position in your organization, so that I can persistently develop, expand, and refine my skills to extend my contribution to your organization. I promote outdoor sales of complete ARC welding machines and consumables from Lincoln electric,USA & world wide, Zulfi welding electrodes from KSA, special metals ,USA, Washington alloys,USA,Olympus industrial NDT products ,USA

#### **Academic Qualification:**

COURSE	ORGANISATION	MARKS (%)	YEAR
Bachelor's in Engineering- Electronics & Communication (PARTIME)	Sathyabama University, Chennai-Tamilnadu-INDIA (Declared as Category "A "University by INDIAN Ministry of Human Resource Development)	First class	2013-2016
DECE-Diploma in Electronics & Communication	Nachimuthu Polytechnic college, Tamilnadu-INDIA (DOTE approved)	92%	2007-2010
Secondary School Leaving Certificate-(English- Matriculation)		88%	2007

#### **Commercial Caliber:**

- Compiling lists of prospective client businesses using online contacts and Field visits
- Acquiring and updating knowledge of employers' and competitors' goods and services, and market conditions
- Visiting regular and prospective client businesses to establish and act on selling opportunities.
- Assessing customers' needs and recommending and explaining our goods and services to them.
- Monitoring customers' changing needs and competitor activity, and reporting these developments to sales management
- Quoting and negotiating prices and credit terms, and completing contracts and recording orders
- Arranging delivery of goods, installation of equipment and the provision of services
- Reporting to sales management on sales made and the marketability of goods and services
- Following up with clients to ensure satisfaction with goods and services purchased, and resolving any problems arising
- Preparing sales reports and maintaining and submitting records of business expenses incurred

## Technical Caliber

- Advise customers in selecting the right welding equipment, consumables & Safety procedures.
- Educate Customers with new welding technologies like Pipefab, Power wave , Hyperfill & consumables to decrease production lead time, welding defects and improve welding quality
- Visiting customers and promoting portable NDT ,Remote visual inspection, Material Analyzers from Evident(Olympus industrial) with Technical support from Evident team.
- Advising the service team in installing STICK, MIG, Plasma, SPM, Pulse-TIG and SAW welding machines with my previous field experience, Handle OEM warranty claims.
- Backup, Program & simulate NACHI-JAPAN & OTC-DAIHEN industrial robots/High End welding machines.

## Previous Field Experiences—13 years in outdoor sales of welding products :

- **Organization:** Bahrain Workshop company W.L.L (Kingdom of Bahrain)

**Current Position :** Senior Sales Engineer (**From 28-08-2022 to Till now**)

**Previous Position:** Sales Engineer-Welding products(**From Jan-2017 to 27-08-2022**)

**Job profile:** Hard core sales of Lincoln Electric Welding machines, Diesel powered welding machines, Lincoln welding Electrodes, Zulf welding electrodes, welding Fume Extractors, BUG-O-Machines, Durmazlar CNC press brake machines, Special metals electrodes, Washington alloy products,Evident make NDT machines,RVI machines,XRF analysers.

**CustomerSegment:** Oil refinery, Aluminum Smelter, Pipe fabricators, Shipyard

**Projects Handled :** References can be provided in face to face discussions

- **Organization:** TESPA Robotics, Bangalore-INDIA (**June-2016 to Dec-2016**)

**Position:** Senior. Engineer- Sales & Application--Robotics

**Region:** South India comprising Chennai, Karnataka, and a part of Aurangabad.

**Job profile:** Selling high-spec welding machines from OTC-Daihen, 6 axis Industrial Robots of NACHI & OTC for applications like Welding, Packing, Machine tending, De-burring

**CustomerSegment:** Commercial automobiles, Heavy fabrication, automotive ancillaries.

- **Organization:** ElectronicsDevicesWorldwidePvtLtd-SIGMAWELD (**July-2013 to June-2016**)

**Position:** Sales Engineer & Service Engineer-Welding products & hard automation products

**Region:** South India comprising of Tamilnadu, Kerala, Hosur, Bangalore.

**Job profile:** Selling complete range of Sigma-weld make Welding Machines and custom-built welding machines by meeting end user and provide tailor made solutions.

**CustomerSegment:** Power plant Equipment fabricators, Automotive, cement plant, sugar plant equipment manufacturers, Boiler manufacturers, Site contractors.

- Organization:** D& H Secheron Industries Pvt Ltd (**November-2010 to July-2013**)  
**Position:** Sales Engineer & Service Engineer-Welding products-Equipment  
**Region:** South India comprising of Tamilnadu, Kerala, Hosur, Bangalore.  
**JobProfile:** Selling D&H secheron make welding Machines and related Consumables through appointed distributors. meet customers through technical presentations, field demonstrations. Attend breakdown Service for welding & cutting machines
- Organization:** STULZ-CHSPL LTD, Mumbai s/c STULZ GMBH, Germany (**May-2010 to Nov- 2010**)  
**Position:** Electronics-Trainee Engineer-Campus recruitment  
**JobProfile:** Assembling & factory testing of precision air conditioners, Co-ordination with field team for service and installation operations. Networking Precision-AC with BMS
- Organization:** Caresoft Global PrivateLtd, Pollachi (**April-2008 to December-2008**)  
**Position:** Illustration Engineer (Part time basis)  
**JobProfile:** Create illustration drawings for Excavators, Heavy equipment's using Adobe.  
**Achievements:** Received "Best outsourcing personality" award from the awards Committee of Caresoft global HR team.

#### **Personal Information:**

Date of Birth	07/12/1991
Languages known	Tamil, English, Hindi, Malayalam
Contact Telephone number	00 973 35185497
E-mail	sbalajiprabhu@gmail.com
Marital status	Married
Driving License	4 wheel-Bahrain, India
Visa	USA B1/B2 visa till 2031
Communication address	Bldg no 31, Block 901, Road 107,Riffa/Hunainiya, Kingdom of Bahrain
Permanent address	2/253, Epphan Nagar, Chinampalayam Pollachi, Tamilnadu-642001(INDIA)

#### **Declaration:**

I hereby acknowledge that the above furnished details are true to my Concern & knowledge.

**Thanking you**

**Yours truly,**

*B. Balaji Prabhu*

[BALAJI PRABHU SUBRAMANIAN]