

YASIR MITHULAJ O

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ELECTRICAL ENGINEER- SALES



Summary

An Electrical Engineer having 10 year's experience and good knowledge in various Electrical products. Technically sound, possess excellent knowledge in Civil, Mechanical and Electrical Field.

Good demonstrator and negotiator, well performer, knowledge seeker and eager to deliver quality at every opportunities.

Yasir is looking for a challenging position in sales department of any established organization.

Experience

❖ **MANAGER PROJECTS I MICROTREL ENGINEERS**

CIVIL , ELECTRICAL & MECHANICAL CONTRACTORS

Vendor of Bharath Petroleum and Hindustan Petroleum.

Work : Construction of Petrol Stations.

KERALA – INDIA – From Oct 2018 to Present.

Duties and Responsibilities

- Tender submissions.
- Planning and executing the entire projects from beginning to handover.
- Meeting Clients regularly.
- Submission and follow-up of bills for Payments.
- Providing solution for client's requirements.
- Awarding projects to the subcontractors after negotiations.
- Final negotiator while purchasing materials in bulk.
- Decision maker.
- Completing projects in stipulated time.
- Submitting project progress reports .

❖ **SALES ENGINEER I ELECTRIC HOUSE WLL**

Doha-Qatar - Feb 2017 to Sep 2018

60 year old Saudi based manufacturer and supplier for various electrical products having 40 branches all over Middle East.

- Exclusive Distributor of **Bahra cables**.
- Authorized Distributor of **Schneider Electric, 3M, ITCC, Cooper, Belden, Tekab** etc.

Duties and Responsibilities

- Finding worthy customers by visiting project sites and by following any leads.

- Promoting all range of products by interpreting customer requirements.
- Proposing specific products as per project requirement.
- Preparing compliance statement of the product by referring project specifications.
- Preparing technical prequalifications or Submittals for approval from the consultant.
- Estimation and preparation of BOQ.
- Preparing quotations according to customers.
- Developing good long term relationship with customers.
- Continuous follow up with customers till order tackling.
- Closing sales by negotiating with customer to increase company's profit.
- Assuring timely delivery of materials by coordinating with manufacturer and logistic team.
- Keeping customer records and submitting sales reports.

Achievements:

- Took approval for Bahra fire rated cables in Doha Metro .
- Took supplier prequalification approval in Doha metro Gold Line Metro within short period of time.

Key Projects :

- Doha Metro

❖ **SALES ENGINEER – KEY ACCOUNTS I AD ASTRA WLL**

Doha- Qatar from Jan 2015 to Dec 2016 – 2 Years

- Exclusive distributor of **Fischer, Raychem RPG and PSI.**

Duties and Responsibilities:

- Finding worthy customers through any leads.
- Promoting all range of products by interpreting customer requirements.
- Preparing Submittals for product approval from the consultant.
- Providing technical solutions and product education.
- Assisting sales co-ordinator for preparing quotations according to customers.
- Developing good long term relationship with customers.
- Continuous follow up with customers till order tackling.
- Assuring timely delivery of materials by coordinating with manufacturer and logistic team.
- Achieving quarterly sales target and thereby achieving annual target.
- Keeping customer records and preparing reports on weekly basis.

Achievements:

- Received award from the manufacturer for the good performance.
- Achieved 100 % of annual target within the third quarter.
- Provided effective solution to Doha Metro Red Line North Underground Project for supply and Installation of Junction box for Tunnel lighting.
- Took approval for Raychem RPG products in all metro lines and Al bayt stadium.

Key Projects won:

- Doha Metro Red Line North with ISG JV and TCS JV.
- Doha Metro Gold Line with ALYSJ JV
- Doha Metro Red Line South with Anel MEP
- Doha Metro Green Line with Redco International
- Al Bayt Stadium with L&P JV

❖ **ENGINEER SALES & SUPERVISION I MICROTEL ENGINEERS**

Kerala & Himachal Pradesh – **India** from Feb 2013 to Oct 2014- 1 Year and 9 Months

Duties and Responsibilities:

- Supply and installation of Electrical System for Mobile Tower Constructors.
- Expanding business by finding new customers.
- Preparing quotations and finalising business by negotiation.
- Supervision of electrical works such as Earthing, Cable tray installation, Cable termination and glanding etc.
- Supervision of Civil and Mechanical Works of microwave towers.
- Finishing the project in allowed period of time.



Key Skills

- Analytical thinking.
- Decision-making.
- Working under pressure.
- Willingness to learn.
- Keeping good relation with customers.
- Prioritizing and Planning.
- Multi-tasking.
- Knowledge in construction business.
- Computer Skills -MS OFFICE.



Languages

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|-------------|-----------|
| • English | ● ● ● ● ● |
| • Hindi | ● ● ● ● ● |
| • Tamil | ● ● ● ● ○ |
| • Malayalam | ● ● ● ● ● |
| • Arabic | ● ● ○ ○ ○ |



Education

- **BTECH ELECTRICAL & ELECTRONICS ENGINEERING I MES COLLEGE OF ENGINEERING**
Bachelor's Degree at UNIVERSITY OF CALICUT - 2008 to 2012
- **Class XII I THSS, VATTAMKULAM**
Under KERALA STATE – 2008
- **CLASS X I DUES KAPPUR**
Under CBSE-2006



Personal

- GENDER | MALE
- DOB | 28-12-1990
- MARITAL STATUS | MARRIED.
- NATIONALITY | INDIAN
- PASSPORT NO. | W6011727
- PASSPORT EXPIRY DATE | 16-10-2032
- DRIVING LICENSE | QATAR AND INDIA.
