

FREDDIN ANTONY

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CAREER OBJECTIVE

I am eager to contribute my knowledge, talent, dedication, and strong work ethic to a dynamic organization. I am seeking a challenging opportunity in a sales-driven environment where I can leverage my technical expertise and interpersonal skills to build strong client relationships, drive business growth, and achieve professional development and career advancement.

CORE COMPETENCES

- **Technical Sales Expertise:** Proficient in understanding and presenting technical specifications of products to meet client requirements and drive sales.
- **Client Relationship Management:** Skilled in building and maintaining strong relationships with clients to ensure satisfaction and foster long-term partnerships.
- **Product Knowledge:** In-depth understanding of extrusion, molding processes, and steam boiler operations, enabling effective communication of product benefits and technical solutions.
- **Solution Development:** Adept at identifying opportunities for new product development and recommending improvements to existing offerings to meet market demands.
- **Presentation and Communication:** Proficient in delivering impactful sales presentations and preparing proposals using tools like SolidWorks and MS Office.

VISA DETAILS

VALID QID AND NOC AVAILABLE

EDUCATION AND TRAINING

2007 - 2011	Bachelor of Technology (B.Tech)
Score	FIRST CLASS
<i>Stream:</i>	<i>Mechanical Engineering</i>
<i>University:</i>	<i>Mahatma Gandhi University</i> <i>Priyadarshini Hills P.O, Kottayam, Kerala – 686560, India</i>
2005 - 2007	Higher Secondary Education
<i>Board:</i>	<i>Central Board of Secondary Education, Kerala, India</i>
<i>Group:</i>	<i>Science</i>
2005	Secondary Education
<i>Board:</i>	<i>Central Board of Secondary Education, Kerala, India</i>

WORK EXPERIENCE

Feb 2013 – Jan 2025

Qatar Insulation Factory, Doha, Qatar

Mechanical Engineer

- **Technical Support for Sales:** Provided engineering support to operations and sales teams, ensuring accurate application of production techniques and aligning solutions with customer needs.
- **Customer Issue Resolution:** Addressed client concerns related to product capabilities, tolerances, and material specifications. Collaborated with cross-functional teams to ensure timely resolution of quality-related issues, enhancing customer satisfaction.
- **Pre-Sales Process Coordination:** Coordinated and supported pre-launch production trial runs to demonstrate product performance and ensure alignment with customer expectations.
- **Standards and Compliance:** Contributed to product certification processes with Qatar Standards and managed ISO documentation, ensuring products meet regulatory and industry standards.

Technical Expertise

- **Product Knowledge and Optimization:** Extensive experience with EPS block moulding processes, optimizing parameters such as steam pressure, cycle time, and cooling to meet customer requirements for high-quality polystyrene blocks (EPS).
- **Process and Maintenance Insights:** Conducted routine and preventive maintenance of steam boilers, ensuring efficient and reliable operations. Provided technical insights to clients on operational and maintenance best practices.

Leadership and Collaboration

- **Team Leadership:** Led a team of 50+ professionals, including supervisors, operators, and QA staff, across manufacturing phases. Actively engaged with clients during plant tours, technical discussions, and product demonstrations to build confidence in solutions offered.
- **Customer-Centric Approach:** Leveraged technical expertise to address client inquiries, recommend tailored solutions, and support sales efforts with a deep understanding of product capabilities and benefits.

TECHNICAL ACHIEVEMENTS

- Satisfactorily completed Internal Auditor Course ISO 9001:2008 Quality Management System.
- Attended and passed IRCA certified ISO 9001:2015 Lead Auditor Training course.

TRAININGS

- Attended a training program at K.S.R.T.C Regional Workshop (Govt. of Kerala).
- Attended a training program at COCHIN PORT TRUST.

LANGUAGES KNOWN

- English, Hindi, Malayalam and Tamil

LICENSES

- Valid Qatar Driving License.