

# FREDDIN ANTONY

DOHA, QATAR

[freddin8@gmail.com](mailto:freddin8@gmail.com)

Mobile Number: +974-30395014/ +974-33626242

## 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

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