



PRAGNESH SUTHHAAR

Sales Manager /BDM/Key Account Sales Manager

About Me

A Production Engineering Graduate with excellent academics from Saurashtra University, Gujarat, experience in Industrial Sales in Mechanical equipment like Pumps, Mechanical Seals, Valves, Sealing Technology. I have more than **20 years' experience** in sales Field out of that 14 years in Middle East.



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LANGUAGE

- English
- Hindi (basic)
- Gujarati (basic)

EXPERTISE

- Management Skills
- Creativity
- Analytical
- Negotiation
- Critical Thinking
- Leadership
- Thoughtful and strategic
- Communication
- Reliable
- Collaborative
- Inspired and enthusiastic

MAJOR PROJECTS EXECUTED

Project : Bida Al-Qemzan

EPC : L & T, UAE

End-user : ADNOC

Value : USD 0.5 Million (Heat Exchanges, Piping Spools)

Project : North Field Production Sustainability Offshore

EPC : SAIPEM

End-user : QATARGAS

Value : USD 1.9 Million (For RTJs, SWG & Soft Cuts)

Project : IGD Package

EPC : TÉCNICAS REUNIDAS

End-user : ADNOC

Value : USD 0.5 Million (For RTJs, SWG & Soft Cuts)

Project : ADWEA- LEWA WATER STORAGE FACILITY

EPC : ACC-PSOCO

End-user : ADWEA, Abu Dhabi

Value : USD 1 Million (Pipe fittings, Piping Spools)

Project : Lafarge -Cement plant/ Power plant

EPC : Alexmar

End-user : Lafarge- Iraq

Value : USD 0.75 Million (Silencers, Valves & Piping spools)

Project : MGT-System for the GCs 29,30 and 31 in North Kuwait

EPC : Petrofac International

End-user : KOC- Kuwait

Value : USD 163 K (Valve Testing Unit)

Project : SADARA

EPC : FLUOR ARABIA

End-user : SADARA CHEMICALCOMPANY

Value : USD 1.6 Million (Viking pumps)

Project : Construction of Flow line & Wellheads Installations

ADCO's Oil Fields (Package-A)

EPC : Galfar Engineering

End-user : ADCO, Abu Dhabi

Value : USD 125 K (Valves) Butterfly / Ball valves

EXPERIENCE

NEWTON ENGINEERING , UAE

Designation :Sales Manager

Oct 2022 till date

- New business development Products like Pumps, valves, Expansion joints, Gaskets, RTJS, Rotary equipments etc..
- Focus on Pump, Valves service center establishment in local Facility
- Established Authorized distributor for different products.
- New business set-up & handling profit/lose center
- Selection and manage distributor
- Direct sales (End-user sales, EPC projects & MEP Projects)

James Walker Middle East FZC –Jebel Ali, Dubai, UAE

Designation :Key Account Manager / BDM

Technology / Expansion joints

May 2018 to Oct 2022

- James Walker is a dynamic global manufacturing organization that supplies a vast range of high performance fluid sealing products and associated knowledge-based services to virtually every sector of industry.
- Our activities range from research and development, product application, manufacture and supply, to plant monitoring, on-site maintenance and seal refurbishment. An intimate knowledge of the industrial plant and processes used by our customers worldwide enables us to solve their fluid sealing problems with best value systems designed to minimize total cost of ownership.
- Proven experience as key account manager
- Experience in sales and providing solutions based on customer needs
- Working to develop Expansion joint JV business with Flexatherm Expanllow Pvt Ltd
- I have knowledge of all type of expansion joint Like Universal, Axial, Radial Metal, Rubber and Fabric expansion joints.
- Firefighting pumps packages, UL/FM Valves & fittings.
- I have knowledge of fire pump packaging including Jocky pumps, Vertical Turbine pumps & Split case fire pumps.

- Responsible to develop Key Accounts like BHGE, EGA, LAMPRELL, CAMTECH, WEATHERFORD, CAMERON Etc along with EPC project business.
- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition.
- Acquire a thorough understanding of key customer needs and requirements.
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives.
- Ensure the correct products and services are delivered to customers in a timely manner.
- Serve as the link of communication between key customers and internal teams.
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust.
- Play an integral part in generating new sales that will turn into long-lasting relationships, negotiating techno-commercial terms & conditions.
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics.

SUMIKA SEALS MIDDLE EAST FZC –Sharjah, UAE

Designation :Sales Manager- Pumps, Mechanical

Seals & Valves

April,2015 to April 2018

- Sumika Seals Middle East (FZC) a subsidiary of Sumika Seals Pvt. Ltd. ESTABLISHED since 1997, have our Manufacturing Facility & warehouse in India. SUMIKA one of the leading suppliers for wide range of engineering products mainly in Pumps service in Water & Industrial sectors, Oil & Gas sectors, Power, Chemical & Petroleum sectors, Mechanical seals, Industrial valves, Expansion joints, Silencers, DFO sets and engineering package provider, in UAE & KSA working with international approved manufacturer in different Govt. sector in GCC.

EXPERIENCE

- New business development
- New business set-up & handling profit/ loss center.
- Selection and manage distributor.
- Direct sales (End-user sales, EPC projects & MEP Projects)
- Indirect sales through distribution (Including projects)
- I have knowledge of Static Equipment like Heat Exchangers, Boilers and different type of Filters.
- Develop customer proposals for Skid packages products including Tanks, Pressure Vessels, Heat Exchangers, Environmental systems, Coupling & Valves. Scope of work includes selection of Pumps, Mechanical Seals, API Flushing plan, & valves. Involved in preparing Proposals / technical bidding.
- Working with VEOLIA, METITO (UAE/ QATAR), ADWEA, DEWA, SEWA, Abraaj, NWT (National Water Technology- Kuwait)
- Working with end users like DEWA, SEWA & ADWEA.
- Firefighting packages, UL/FM Valves & fittings.
- Worked closely in Bahrain Airport project for Xylem, AC fire pump package including Jockey pumps, Vertical Turbine pumps & Split case fire pumps.
- Supplied UWP, USA & NIBCO Gate valves for Fire fighting application.
- Customer In-house Technical training & Seminar
- Execution / operation of developed strategy(ies)
- Departmental Budgeting - business, sales, marketing, etc.
- Help develop/suggest product enhancements, Market survey & Inputs improvement.
- Order intake with volume and margin considerations
- Ensure ethics compliance and proper development of team.
- Excellent communication skills and presentation skills
- Excellent 'Analysis', 'Synthesis' and lateral thinking ability
- Ability to plan & execute with effectiveness.
- High level of judgment, decisiveness and problem solving
- General Management, Financial and Market understanding

IDEX Corporation –Viking Pumps, Dubai, UAE

Designation :Regional Sales Manager -Viking Pumps
January,2013 to March, 2015

- IDEX is one of the largest PD (positive Displacement) pumps manufacturing companies in the world with a turnover of over US\$ 1.8 Billion, serving the process industry. As the regional office IDEX covers 16 countries in the MENA region. I work as the Regional Manager for two business units of IDEX Corporation, namely Viking pumps (Internal gear, external gear & vane pumps – Viking is the largest and oldest IG pump manufacturer in the world) and Wright Flow Technologies (Rotary lobe pumps – RLP and Circumferential piston pumps- CPP)
- As the Regional Manager, responsibilities include overall accountability of the business.
- Reporting to the sales director, based in India, I look after:
- Sales responsibility including Channel Management, Sales, Marketing, Costing, Payment etc.
- Forecast and Budget for individual countries and distributors, statement etc.
- Training and personnel appraisal of channels, Distributor selection and management
- Long term Agreements
- Key account management
- New business development
- 70 % traveling with Middle East country OMAN, KUWAIT, QATAR, KSA & Bahrain
- New business set-up & handling cost center
- Direct sales (End-user sales, EPC projects)
- Indirect sales through distribution (Including projects)
- Involve in to prepare Proposals / technical bidding
- Customer In-house Technical training & Seminar
- Execution / operation of developed strategy(ies)
- Departmental Budgeting - business, sales, marketing, etc.
- Help develop/suggest product enhancements, Market survey & Inputs improvement.
- Review KPIs and ensure customer satisfaction.

EXPERIENCE

- Develop/Align sales forecast and ensure execution.
- Order intake with volume and margin considerations
- Ensure ethics compliance and proper development of team.
- Excellent communication skills and presentation skills
- Excellent 'Analysis', 'Synthesis' and lateral thinking ability
- Ability to plan & execute with effectiveness.

SIGMA ENTERPRISES LLC, Abu-Dhabi, UAE

Designation : Asst. Manager-Sales

May, 2010 To January 2013

- SIGMA ENTERPRISES LLC, ABU-DHABI, UAE as Senior Sales Engineer and look after Business Development and sales activities for Pumps (SUNDYNE Murrall) Mechanical Seals, Compressors (GARNDER DENVER) & Valves (CAMERON CHOKE VALVES, SHIPHAM VALVES, WEIR VALVES, SACCAP, BAF VALVES, STOKHAM-CRANE, TYCO-FASANI / SAPAG), STAINEERS (VEE BEE)
- Develop customer proposals for Skid packages product included like Pumps, Mechanical seal, Pump Environmental systems, Valves. Scope of work includes selection of Pumps, Mechanical Seals, API Flushing plan, & valves.
- I have knowledge of API Piping flushing plans.
- I have knowledge of API 682 seal which is based on Developed, Design and Manufacturer as per norms for API 682.
- Select middle managers, business associates or other executive staff for sales & Service departments etc.
- Overall responsible for sales & service target.
- Handling big projects of new & existing customers with providing beneficial packages.
- Experience selling U Stamp Vessels, Pressure tanks,
- Production Scheduling & Inventory planning, in conjunction with Production dept.
- Look after Technically critical & unsolved problems by service team in minimum time.
- Taking reports from service & sales department on daily basis.

- By using Service network try to minimize shutdown time of customer.
- Extending technical support to customers for applications engineering & Fault analysis & installation & commissioning of mechanical systems.
- Work closely with the operational team; utilize relationships to ensure that product implementation schedules are met.
- Working closely with all EPC Contractors Like CCC, Technip, NPCC, TEBODIN, DODSAL, CAE, TOPAS Engineering and subcontractors like Kharafi National, GPC, DELHOM YAM etc..
- Actively involved in the Development of business with different Oil & Gas Company like TAKREER, ADNOC & GASCO and work on project base enquiry with Major EPC contractors & Consultants like NPCC, Technip, Technimont SA, Punj Lloyd, VECO, L&T, Flour Mideast, Simon Carves (a Punj Lloyd company).

Technical Parts Company (Bhatia Brother Group) Abu-Dhabi, UAE

Designation : Sr. Engineer.-Sales- Pumps & Valves

Dec, 2008 To May, 2010

- TECHNICAL PART COMPANY, ABU-DHABI, UAE as Senior Sales Engineer and look after Business Development and sales activities for Pumps, Mechanical Seals, Compressors & Valves.
- Responsible for marketing product, Looking after sales & promotion activity of products, handling team, making new clients & handling customer query, generating sales, track competitors, looking after tenders & procedure, Experience in sale of pumps, Pipes & Pipe fittings.
- Actively involved in the Development of business with different Oil & Gas Company like TAKREER, ADNOC & GASCO and work on project base enquiry with Major EPC contractors & Consultants like NPCC, Technip, Technimont SA, Punj Lloyd, VECO, L&T, Flour Mideast, Simon Carves (a Punj Lloyd company).

EXPERIENCE

- Develop customer proposals for Skid packages product included like Pumps, Mechanical seal, Pump Environmental systems, Pressure Vessels, Coupling & Valves. Scope of work includes selection of Pumps, Mechanical Seals, API Flushing plan, & valves.
- Experienced in Fire Detection & Fire protection systems design & quantity takeoff.
- Fire Fighting systems knowledge including but not limited to sprinklers, Wet Riser, Hydrant system, Foam Deluge, Fire pump design and hydraulic.
- Make sure the entire Technical Data sheet match with Offer Material data sheet, outsourcing of material like Pumps, Mechanical seals, Valves, Coupling & related piping systems with instrumentation.

Flowserve Sanmar is a joint venture between Flowserve U.S.A and Sanmar Group

Designation : Sr. Engg. Sales- Mechanical Seals
June, 2007 To Dec. 2008

- Technically aware of mechanical seal selection and installation procedure, Focus on Seal Selection and successful establish seals as per seal selection criteria.
- Responsible for total sales, business development, after sales services and customer relations.
- I am aware of different seal type which is used in market as per Application like Thermic fluid application, Hydrocarbon application, Caustic Application etc...
- I have knowledge of API Piping flushing planes.
- I have knowledge of API 682 seal which is based on Developed, Design and Manufacturer as per norms for API 682.
- Select middle managers, business associates or other executive staff for sales & Service departments etc.
- Overall responsible for sales & service target.
- Handling big projects of new & existing customers with providing beneficial packages.
- Verify the orders for technical & commercial aspects.
- Production Scheduling & Inventory planning, in conjunction with Production dept.
- Guiding customers for various requirements.
- Look after Technically critical & unsolved problems by service team in minimum time.

- Taking reports from service & sales department on daily basis.
- By using Service network try to minimize shutdown time of customer.
- Extending technical support to customers for applications engineering & Fault analysis & installation & commissioning of mechanical systems.
- Work closely with the operational team; utilize relationships to ensure that product implementation schedules are met.

SUMIKA SEALS PVT LTD. BARODA, GUJARAT

Designation : Sales Engineer- Mechanical seals
May 2002 To June, 2007

- I have started my career in One of Small Mechanical seals manufacturing unit base in India.
- We don't have any customer belt in any part of country and we were unknown for the Market.
- I have developed my own customer base against completion like the Eagle Burgmann, John Crane and Flowserve seals & MRO Customer like GNFC, NCPL, UPL -Groups, Nirma Groups, B & C Grade customers.
- I started meeting with customers and taking action to solve the seal leakage, delivery schedule problems. I had been given them service support in terms of material supply and to attended seal leakage technical problems.
- I was also responsible for the business of all OEMs like Swiss-Glass coat, Del Pd gear pumps, Akay pumps. I had developed all the OEMs business of more than 5 million/ Year

EDUCATION QUALIFICATIONS

- B.E(Production) with Honors (66%) from Saurashtra University, Gujarat, in year 2002.
- Diploma in (Fabrication) with Honors(72 %) from SIR BPTI,Bhavnagar,in year 1999

PERSONAL DETAILS

- **Name** : Pragnesh Suthar
- **Father's Name** : Prafulchandra R Suthar
- **D.O.B** : 25th Sept.1976
- **Marital Status** : Married
- License : Valide UAE Driving Lic.

DECLARATION

I hereby confirm that the information given in this resume is true and correct to the best of my knowledge. In case any error or omission is found at a later date, I shall be liable for the consequences arising from these including termination of my employment or withdrawal of the offer of employment.

EXTRA CURRICULAR ACTIVITIES

- Sports Captain at School Level
- Participated in cultural Program
- Participated at different level like sports, cultural activities
- Active participation in organizing events at college and school level

IT SKILLS

- Microsoft Office
- SAP
- Auto cad
- Oracle

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