**ELECTRICAL ENGINEER - SWITCHGEAR**



**MANSOORI ABDUL BASIT**

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***Career Objective:***

 To pursue a challenging career in the field of electrical switchgears with steady learning and contribution in an organization that would provide me ample opportunities to utilize my Analytical and Technical skills & improve my knowledge.

***Career Summary:***

 Skilled electrical engineer with 7+ years of experience in the field of electrical switchgear with inclined expertise in sales and estimation of electrical panel boards on a techno commercial platform with excellent communication skills.

***Work Experience:***

**1. Organization :** **AL ISHRAF CORNER ELECTRIC SWITCHGEAR LLC – *(Abu Dhabi, UAE)***

* **Designation : Design & Estimation Engineer**
* **Duration : April’2022 – Till date.**
* **Responsibilities:**
* Costing & estimating of LV Electrical panel boards. (MDB, SMDB, MCC, PCC, APFC, FDB, HVAC Power & Control Panels, etc.)
* Analysing SLDs, Load schedules, tender documents and technical specifications as per project scope.
* Selection of switchgear, bus bar and sizing calculation, preparing bill of quantities as per the load schedules.
* Designing Power & control schematic diagrams as per SLDs, specification, datasheets and developing tentative general arrangement drawings.
* Strongly following up for the drawing approval and keeping a track record of the projects quoted and designed until the approval of the same.

**2. Organization :** **INTERNATIONAL ELECTRICAL INDUSTRIES CO. LLC – *(Muscat, Oman)***

* **Designation : Sales & Estimation Engineer**
* **Duration : April’2018 – March’2022.**
* **Responsibilities:**
* Responsible for preparing yearly budget plan. Planning with the GM/CEO and reviewing the same monthly to update the progress.
* Preparing action plans to achieve monthly and yearly sales target of the organization.
* Attending meetings and maintaining relationships with client/consultants/contractors and principal suppliers/vendors.
* Reviewing, analysing and compiling tender documents to develop clear understanding of the scope of work and application based on various IEC and other international standards.
* Costing & estimating of LV Electrical panel boards. (MDB, SMDB, MCC, PCC, APFC, FDB, HVAC Power & Control Panels, etc.)
* Analysing SLDs, tender documents, technical specifications, power flow diagrams layouts based on the nature of project.
* Selection of switchgear, bus bar and sizing calculation, preparing bill of quantities as per the load schedules, SLDs, specification, datasheets and developing tentative general arrangement drawings.
* Sending for RFQs to prospective suppliers, reviewing quotes and proposals, negotiating to source the material and maintaining an effective database on the basis of technical and commercial comparisons.
* Strongly following up and keeping a track record of the projects quoted until the closure of the same. Responsible for booking the orders and processing the jobs for execution through ERP system.

 **3. Organization :** **MARINE ELECTRICALS (I) PVT. LTD. – *(Mumbai, India)***

* **Designation : Electrical Sales Engineer**
* **Duration : April’2017 – March'2018.**
* **Responsibilities:**
* Responsible for selling products/technical services of the company.
* LV panel boards – MCC, PCC, IMCC, IPCC, DG Sync Panels, APFC panels, HVAC Panels, Distribution Boards, etc.
* MV panel boards – 11KV, 22KV & 33KV Breaker Panels. Metering Panels & RMU's.
* Targeting & handling electrical turnkey contractors in the region assigned.
* Planning & preparing action plans to achieve monthly and yearly sales target of the organization.
* Identifying competitors & analysing their business patterns to build strategies accordingly.
* Locating prospects & planning to convert them into customers to ensure growth in revenue.
* Identifying the customer's current and future requirements.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Demonstrating products, services and solutions, delivering presentations & arranging factory visits for potential clients.
* Attending regular meetings with clients to discuss the leads technically, negotiate commercial terms & conditions to finalize the orders.
* Providing after-sales support services.
* Generating & maintaining detailed sales report monthly/weekly and reporting it to the superiors.

 **4. Organization :** **DYNAMIC ENGINEERING – *(Mumbai, India)***

* **Designation : Project Engineer**
* **Duration : June’2015 – April'2017.**
* **Responsibilities:**
* Costing & estimating of LV Electrical panel boards. (MCC, PCC, Star Delta/DOL Starters, APFC panels, HVAC Panels, Firefighting panels, Distribution Boards, etc.)
* Preparation of detailed techno commercial proposals, selection of bus bar and sizing calculation, calculation/solution for reactive power loss (APFC) and general arrangement drawings.
* Analysing SLDs, tender documents, technical specifications, power flow diagrams layouts. Sending for RFQs, reviewing quotes and proposals.
* Attending meetings with clients/consultants/contractors and site surveys.
* Carrying out Power Quality tests & Thermography activities of UPS & LV electrical installations.
* Managing & supervising of outdoor electrical installation/rectification works.

 ***Educational Qualification:***

* **B.E Electrical Engineering**

Mumbai University – June 2015 with 1st class.

* **Diploma in Engineering**

MSBTE – May 2012 with 1st class.

* **Higher Secondary School Certificate**

MSBSHSE – Year 2009 with 1st class.

* **Secondary School Certificate**

MSBSHSE – Year 2007 with 1st class.

***Skills and Expertise***

* Impeccable costing and estimation
* Value engineering
* Excellent negotiation skills
* MS Office
* Logstrup LogCAD Tool
* ABB ArTuK Tool
* AutoCAD
* Internet, Email and ERP system

***Passport Details***

**Name :** Mansoori Abdul Basit

**Passport No. :** N4472090

**Place of issue :** Mumbai, Maharashtra, India

**Date of issue :** 09/11/2015

**Date of expiry :** 08/11/2025

***Personal Profile***

**Name :** Mansoori Abdul Basit

**Father’s name :** Mansoori Jameel Ahmed

**Date of Birth :** 13/08/1991

**Place of Birth :** Ahmedabad, Gujarat, India

**Nationality :** Indian

**Religion :** Islam

**Languages :** English, Hindi, Urdu, Marathi and Guajarati

**Address :** B. A Virani Marg, Mumbai Central, Maharashtra, India.

***Declaration:***

 I hereby declare that the above information given by me is true as per my knowledge and understanding.

DATE **:**

PLACE **:**  **Signature**