

RESUME

JUNED MUDABIR KHAN



Home Country:

#1278, Irwin road 2nd cross,

B.N street Mandi Mohalla

Mysore – 570021

Current Address: Al Nabba, Sharjah UAE.

Email: Juned.gce@gmail.com

Mob: (+971) 055 257 3541

Career Objective

- To work in a Creative, Enthusiastic and Challenging work environment, this provides me an opportunity for Learning, Growth and Development
- To secure a challenging position where I can effectively contribute my technical skills As technical sales & Project engineer & get real-life challenging work experience.

Educational Qualification

- B.E. in Electronics and communication Engineering, 2012 batch from Ghousia College of Engineering, Ramanagaram affiliated to VTU Belgaum.

Work Experience

1. Summit Electric Supply Dubai (Dec 2021– Till Date)

Working as Sales Engineer.

Distributor & Channel partner for EATON.

Dubai, UAE.

Job Responsibilities

- To develop & maintain relationships with existing & new customers.
- Responsible for sales and marketing of Eaton Products With Oil & Gas End users, EPC Contractors in GCC.
- To generate & achieve sales targets maintaining profit margins.
- Preparing a monthly report on the project status.

- Responsible to increase the sales of company and the meet the targets.
- To achieve business growth & increase market share.
- Providing quotations & follow up with clients.
- Negotiating & finalizing the prices with end users.
- Negotiating prices with Vendors & Placing Orders.
- Co-ordinating with Expediting to arrange material delivery to End user.
- Co-ordination with OEM for any clarifications on new products.
- Participation in Exhibitions, OEM Promotions.

CRM Tool: SAP

- Preparation of quotes.
- Generation of Sales Orders.
- Generation of Purchase Orders.
- Stock Management.

2. MAHY KHOORY (Nov 2016 – Dec 8 2021)

Worked as Projects & Distribution Sales Engineer.

Distributor & Channel partner for ABB, Distributor for EATON.

Dubai, UAE.

CRM: Sales Force & MS-Dynamics 365.

Creating quotes, updating status, account creations & generating reports.

3. Hexa Oil & Gas Industry (May 2016 – Nov 2016)

Worked as Sales Engineer for Panel Integration Division. Abu

Dhabi, UAE.

4. Abdullah Hassan Switchgear Industry (Aug 2013 – May 2016)

Worked as Project Sales Engineer.

Distributor For SCHRACK.

Dubai, UAE.

Job Responsibilities

- To develop & maintain relationships with existing & new customers.
- Responsible for sales and marketing of LV switchgears & its components in the UAE.
- To generate & achieve sales targets maintaining profit margins with an acceptable level of profitability.
- Preparing a monthly report on the project status and market/competitor conditions and coordinate with designated partners till the completion of project.
- Responsible to increase the sales of company and the meet the targets.
- To achieve business growth & increase market share with having knowledge on competition activities in the specific segment.

- Visiting Site to inspect the panels, providing the best solution for the modification / extension panels.
- Generating Queries from MEP Contractors, EPC contractors, Consultant & clients.
- Providing quotations & follow up with clients.
- Negotiating & finalizing the prices.
- Site & design internal team co-ordination to prepare Technical submittal as per Project Specifications.
- Obtaining approvals from consultants & discussing any technical comments on the submittal.
- Co-ordination with production team & Electrical suppliers for timely delivery of the materials to project.
- Collection of payment in co-ordination with accounts team.
- Negotiating tender and contract terms that match the needs of both the client and the company, establishing conditions that satisfy both parties.
- Generating & running monthly reports of sales & Profit/Loss statistics.
- Registering products with consultants & clients.
- Co-ordination with OEM for any clarifications on new products.
- Participation in Exhibitions, OEM Promotions & presentations for Switchgear products.
- Cross selling of water heaters, pumps & manhole covers.

Technical Skills

- Overall, 8 Years' experience of Project Sales for low voltage switchgear Products.
- Strong technical knowledge & Detailed Engineering of Low Voltage Switchgears such as MDB, MCC, APFC, ATS, SMDB, DB, FP, Control Panels.
- Hands on experience in exploring and identifying customers & achieving desired sales goals.
- Excellent negotiation and business strategy.
- Ability to conceptually adapt technologies to fit various ideas.
- Maintained good contacts with Contractors & Consultants.
- Gathering the information about the market trend, key players, newly awarded projects and status.

Training exposure

- Training in Yokogawa, Bangalore for Industrial Automation, includes PLC Prosafe RS, SCADA Stardom, DCS Centum CS 3000
DCS Centum CS 3000, SCADA & PLC.
AutoCAD 2013
- 3D Designing (Mechanical & Civil) □ 2D Designing.

- Electrical Drawings

Microsoft Office

Good Knowledge of MS-Word, MS-Excel, MS-PowerPoint, MS-Outlook, with a typing speed of 25 words per min.

- Dynamics 365 CRM:

Updating daily work schedule, quotations sent & any follow ups required.

Updating Details of projects.

Strength

- Self-motivated.
- Good Organizational Skills.
- Good team player.
- Quick learner and adaptability.
- Persistent.

UAE Driving License

- License No. 2105317

Personal Profile

Name : JUNED MUDABIR KHAN
 Father's name : Mr. ABDUL GAFFAR KHAN
 Gender : Male
 Marital Status : Married
 Nationality : Indian
 Date of birth : 25/01/1986

Declaration

I hereby declare that the above information is true to best of my knowledge.
 Date : Place :

(JUNED MUDABIR KHAN)