



Karan Lakhwani

Sales Engineer, Insulation and Acoustic

A team player who intends to build cross functional expertise by focusing on innovation, excellence, achievement & quality leadership.

CONTACT



Karan Lakhwani



+971-50-8661841



lakhwanikaran92@gmail.com



Dubai,UAE

COMPUTER PROFICIENCY

Catia

SAP

Autocad

MS Office

(Word, Excel, PowerPoint)

LANGUAGES



English



Hindi



Marathi

PERSONAL DETAILS

Date of Birth - Dec19 , 1992

Marital Status - Single

Nationality - Indian

Passport Details - Z3903939

Visa Status - Employment Visa

EDUCATION



April,2015

Bachelor of Engineering. Mechanical – University Of Pune

Aug, 2017

MBA Marketing- University of Pune

EXPERIENCE



Jindal SAW Ltd

Nashik Region May 2016 to June 2016

Marketing Intern

Samraat Group

Nashik Region Oct 2017 to Dec 2017

Marketing Intern

*Responsible for sales, marketing, business development & procurement activities.

*Ensuring regular market visits for feedback & to get latest market information from Customers

*Developing the price strategies for the entire range of products and setting targets in coordination with the management

*Responsible for setting appropriate payment terms for businesses & timely payment collections

*Responsible for telecom sales operations for Nashik Region

Submitting regular report for the Region and conducting regular business and data analysis sessions with the team and Management

SKILLS

Problem Solving
Critical Thinking
Leadership
Media & Technology literacy
Teamwork
Decision Making
Quality Control
Service Orientation
Business Development
Product Development
Strategic Planning
Pricing

MOST PROUD OF

SAMRAAT GROUP AND JINDAL SAW LTD

*Promoted as Sales and
Application Engineer in a
short span of time

* Received UAE Driving
License at Golden try

PASSION

Travelling
Music
Watching Movies
Cricket
Football

LIFE PHILOSOPHY

**"If you don't have any
shadows, you are not
standing in the light"**

Hira Industries LLC

Sales Engineer(Insulation)-Oct-2018-Ongoing
Sales and Application Engineer (HVAC, Plumbing and
Civil)-Aug 2018-Sep 2018

- *Handling promotion of existing products and also investigated products for new applications
- *Served as a Technical resource for our sales and Marketing by providing them with application technical and market needs for future developments
- *Provided advice to customer relative to the optimal selection and use of products in their application
- *Estimating the cost referring the BOQ of the project.
- *Fan Selection for the projects.
- *Insulation selection(Heat Loss Calculations).
- *Quotations and Submittals.
- *Providing technical clarification to the clients regarding HIRA products.
- *Inbond Marketing
- *SAP and Autocad for making the quotations and designing of the product.
- *Heat Loss Calculation using AERO software.
- *Fan selection using BLOWDYN.
- *Microsoft office skills(Excel and Word) and Adobe Acrobat XI pro.
- *Rubber product Calculations for the site.
- *Technical submittals for approval from client/consultant.
- *Technical Reports.
- *Quantity & Cost estimation.
- *Delegating Draftsmen for quantity take offs, cross checking quantities.
- *Making Pre-Qualification documents, both standards as well project specification.
- *Translating high technical information to customers and clients.
- *Traveling to visit potential clients
- *Negotiating and closing sales by agreeing terms and conditions
- *Making technical presentations and demonstrating how a product will meet client needs
- *Providing after sales support services
- *Closing of sale, Cheque Collection process and Ensuring customer satisfaction
- *Fan Selection For Maico
- *Project analysis and Project Measurement for Hira Industries
- *Project Management
- *SAP C4C
- *Adobe Acrobat and Nitro Pro 8