



AMSU NARAYAN V



Phone

+971-501423512



amsu.nv@gmail.com

Profile Summary

Electrical Engineer with 7 years' experience across the power, water, chemical and construction industry. Adapt in different marketing, sales and negotiation skills of engineered products at OEM's, consultants and end-clients across India. Becoming a challenging Engineer by working with a progressive and dynamic organization where my education, experience and skills can be developed and utilized to their maximum potential

Key skills include:

- **Key Account Management**
- **Market Research & Penetration**
- **Revenue Generation**
- **Team Management**
- **Communication & Negotiation**
- **CRM knowledge**

• Adroit in identifying new markets, generating leads and ensuring client retention.

• Proven ability in achieving assigned targets.

• Exposure in market development & handling distribution network.

• Excellent communication & customer relationship management skills.

Personal Profile

Gender: Male

DOB: 08-03-1990

Passport No: L5211548

Marital Status: Married

Nationality: INDIAN

Languages Known: English, Hindi, Malayalam and Tamil



PROFESSIONAL EXPERIENCE

1. Employer: Ashirvad by Aliaxis

Company Profile: Ashirvad by Aliaxis is a global leader in the manufacturing and distribution of advanced plastic piping systems providing innovative solutions for water, chemical and energy segments.

Designation: Area Growth Manager

Duration: 03.02.2018 - 02.08.2021

Job responsibilities & Achievements

- Identify potential customers and register opportunities in Southern India for all Aliaxis range of products.
- Regularly keep in touch and visit existing accounts and target to develop new product line to increase business volume from the existing accounts.
- Also responsible for development of new customers all over the assigned territory.
- Assimilate market information, competitor activities and taking part in overall management.
- Sales Target Vs Achievement reports & data presentation on monthly basis Successfully managed key accounts like BGR Energy, Vatech Wabag, Suez Water, Ion exchange India, Adani power, NPCIL, ONGC, BPCL, HPCL, BHEL, JSW Steel, SAIL, Andritz Metals, Biocon, Grundfos Pumps, Exide Batteries Etc...

2. Employer: KERALA STATE ELECTRICITY BOARD LIMITED

Company Profile: Kerala State Electricity Board Ltd is a public sector agency under the Government of Kerala, India that generates, transmits and distributes the electricity supply in the state.

Designation: Graduate Engineer

Duration: March 2015 to March 2017

Roles and Responsibilities

- Looking after Electrical Distribution based duties such as LT/HT Line Maintenance, Distribution Transformer Erection, Voltage/System Improvement.
- Monitoring Power Transformers, Distribution Transformers, Switchgears, Air Breakers and Transmission equipment maintenance.
- Assisting Senior Engineers and Sub Engineers in Estimate preparations as well as BOQ preparations.
- Visiting all thermal power plants in Kerala and Tamil Nadu for operations work system
- Purchase order preparations, Work arrangement of Laborers and office routine duties.
- Planning and execution of RAPDRP Project schemes on various areas.
- Helping departmental officials in KSEB LTD to operate technical/non-technical software.
- Interaction with clients, consultants, Contractors, vendor and Work force.
- Analysing work bills of contract/departmental works and verifying technical parameters.
- Database storage and Document managements of Electrical Division.
- Site Engineer for 11KV Underground cable laying and installation for Kerala State Electricity Board.
- Preparation of BOQ and Progress Bills.
- Authority Coordination
- Procurement of Materials.
- Preparation and getting approval for all authority related documentations and submittals.
- Solar System Installation and Execution for Residential Building
- Manufacturing and testing of Transformers for small scale industries.
- Manufacturing of Electronic panel boards.

Projects Handled

•RAPDRP Project survey, Installation of Transformers and meters such as Feeder meters, DTR meters and Border meters. Location- Kerala, India

3. Employer: Felix Industries Pvt. Ltd.

Company Profile: Felix Industries is a multi-disciplinary company with interests in Water and Waste water, Waste management, Chemicals and piping. They are an environmental conservation company and they aim to be an environment friendly company through water processing. Authorised distributors of Astral polytechnic Ltd. Ahmedabad and dealing with FIP thermoplastic piping system.

Duration: December 2013 to March 2015

Designation: Project Engineer

Roles and Responsibilities

- Study of drawings and execution of the electrical & ELV works as per the approved Drawings.
- Ensures that all the works done are in accordance with the approved construction drawings, contract documents, project specifications, authority regulations and all applicable standards.
- Planning and monitoring the site activities as per the schedule and resolving various site related issues by coordinating among the various sub-contractors and attending project and design meetings as required.
- Coordinating with local authorities (GSEB, GSEI) for approvals and inspections from the initial stage to handing over of project.
- Preparing Drawings and Load Schedule in accordance with Authority Regulations.
- Design of Electrical Lighting, Power, Lighting Protection, Fire Alarm, Emergency & Low Current System drawing as per client requirement & authority regulations.
- Preparations of Material and Drawing submittals and getting approval from client/consultant.
- Preparation of Bill of Quantity as per project requirement.
- Preparation and submission of monthly progress bill to client/consultant for approval.
- Estimation and costing for all MEP works as per project specification and requirements.
- Preparing site daily reports, inspection requests, estimates and all applicable monitoring reports on regular basis or as required.
- Preparing daily wages report and overtime reports.
- Estimates, prepares and assigns the resources such as manpower, materials, consumables, equipment, tools, etc., required for all works prior to execution.
- Review Inspection and Test Plans in order to perform all required inspections and witnessing all required tests and add witness and hold points for the Client's Inspection.
- Preparation of Method of Statement, Checklists and Risk assessment reports for all trades.
- Checking all materials have been delivered to site and all the materials inspection reports have been completed.
- Assist the discipline staff on projects in resolving any technical issues, claims, disputes arising and requiring input for satisfactory close out
- Directly responsible for the safety of Electrical works, ensuring that the project execution will be done according to all applicable health, safety, sanitary and environmental standards.

Projects Handled

• RO Plant for Hero Steels Limited, Ludhiana & Parle, GIDC, Gujarat



TECHNICAL SKILLS

Languages: C, MplabIDE.

Software Tools : Matlab, Orcad Pspice, AUTO CAD.



EDUCATIONAL QUALIFICATIONS

- B-Tech in "ELECTRICAL AND ELECTRONICS ENGINEERING" from 'Amrita Vishwa Vidyapeetham University', Kerala – India [2009 to 2013]
- Class-XII from 'Board of Higher Secondary Education', Kerala [2008]
- Class-X from 'Board of Secondary Education', Kerala [2006]