



SANATH K VELAYUDHAN

Business Development Manager

Self motivated and success driven business development manager with total Seven years of experience in business development process as well as worked in the core areas of electrical engineering. Involved in the management and development of new business opportunities

MY CONTACT



+971 565758062



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Alkhail Heights, Villa no.36
Al Quoz-4, Dubai

EDUCATION

Year: 2010 -2014

B.E Electrical & Electronics Engineering
Anna University

Year: 2008-2010

HSE (CBSE)
MES International School

Year: 1999 -2008

SSLC (CBSE)
MES International School

PERSONAL DETAILS

Date Of Birth : 28 January 1993
Nationality : Indian
Gender : Male
Languages : English, Hindi, Malayalam
Passport No : M3268239
Linked in : www.linkedin.com/in/sanathkv

AREAS OF EXPOSURE

Business Development:

- Achieving sales targets through strategic sales plans
- Responsible for working with multiple lines of business to drive uplift on renewals and to secure new clients. Providing excellent service to new and existing customers.
- Following up new business opportunities with clients.

Relationship Management:

- Sourcing the vendors & conducting techno-commercial negotiations to finalize deals for project execution; preparing specification sheet for bought out equipment's.
- Liaising with clients, consultants, contractors & external agencies for determining technical specifications and obtaining approvals.

Planning Management:

- Planning all activities related to project execution which includes scheduling, follow up progress and implementation.
- Preparation of the job status report for an interval of every month.

WORK EXPERIENCE

Infrawatts Engineers & Services Pvt. Ltd.

BUSINESS DEVELOPMENT MANAGER

Aug 2018 to Nov 2021

- Develop new customer development strategies to capture market channels and increase client penetration.
- Implement and execute marketing activities to increase branding and recognition programmes.
- Build corporate relationships with customers and industry associations.
- Capable of analysing systems and processes and work as a creative and effective strategic planner.
- Collaborate with the marketing team to present and promote products.
- Assisted in the development and execution of social media strategies.
- Responding quickly and efficiently to sales enquiries.
- Ability to investigate and seek out alternative solutions to problems
- Responsible for estimating various projects related to MEP.
- Provide forecast and resultant schedules pertinent to project.
- Work with technical staff and other internal colleagues to meet customer needs.
- Developed and executed marketing and business development strategies to increase new customer base and existing client relation.

EXPERTISE

- Business Development
- Sales & Marketing
- Strategic Planning
- Production Operations
- Project planning
- Maintenance Operations
- Health & Safety
- Production Activities

SKILLS

- AUTO CAD
- MEP (Electrical System Design)
- MS Office

REFERENCE

Mr. Haribabu

(Senior Manager Al Ahleia Switchgear Co.)
Phone: +965 66974475, +91 8008602776

Mr. Saeid

(Manager Al Ahleia switchgear Co.)
Phone: +965 97263645

Mr. Justin Stephen

(CEO at Infrawatts Engineers & Services Pvt. Ltd.)
Phone: +91 9995439595

Al Ahleia Switchgear Company, Kuwait

ASSISTANT MANAGER - PRODUCTION

April 2017 – June 2018

HV Switchgears & Vacuum circuit breakers

- Worked as a good team leader, was leading a team of technicians along with supervisors and engineers.
- Plan and coordinate production engineering processes on daily basis to produce high quality products.
- Develop process improvements to effectively utilize equipment and materials to maximize production.
- Establish safety procedures and environmental regulations for employees.
- Evaluate man-hour losses / production losses monthly and make recommendations for improvements.
- Implement cost reduction initiatives by standardizing assembly lines.
- Provides training for clients regarding the operation & maintenance of circuit breakers.
- Provides training and guidance to team members to accomplish production goals.
- Stay current with product specifications, engineering technology and production processes.

Al Ahleia Switchgear Company, Kuwait

ENGINEER - PRODUCTION

February 2015 – March 2017

HV Switchgears & Vacuum circuit breakers

- Worked as Senior Engineer in the production of HV switchgear for KHARAMA Qatar GTC 768 Project.
- Develop best practices to improve production capacity, quality and reliability.
- Keep track of daily production/Man-hour output records.
- Investigate problems, analyze root causes and derive resolutions.
- Able to execute projects in a systematic manner.
- Implemented design for assembly (DFA) for Vacuum Circuit Breakers and reduced the total assembly time.
- Co-ordinated with Development team and provided production related suggestions for the manufacture of 11KV VCB with geared mechanism prototype.

Major Oil and Gas Projects handled

- KOC : Lowerfars Project (Petrofac)
- KNPC : Fifth Gas Train at Mina Al Ahmadi Refinery
- KNPC : Clean Fuels Project (GSE&C/SKE&C/JGSK)
- KNPC : NRP project of packaged substation
- KOC : Debottlenecking of GC-17 (Heisco)

Major Ministry Projects handled

- Kahramaa Qatar
- Ministry of Electricity&Water, Kuwait
- Electricity Distribution Directorate, EWA Bahrain

KSEB (Kerala State Electricity Board) 110KV Substation

ELECTRICAL ENGINEER - Trainee

July 2014 – December 2014

- Operation and maintenance of circuit breakers.
- Operation and maintenance of other substation equipment's.
- Issuing safety work permits
- Maintaining records like monthly operating reviews, daily log sheet etc.
- Supervising all on-going works at yard & line.
- Reviewing the operation & maintenance manual of all electrical equipment's
- Preparing the maintenance record.

DECLARATION

I **Sanath K V** hereby solemnly declare that the above information given by me is true to the best of my knowledge.

UAE

DATE:

SD/-

SANATH K V