



AJITH MATHEW

INTERNATIONAL / REGIONAL SALES

Contact Details :

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PROFESSIONAL SKILLS

- Sales & Marketing
- Commercial functions
- Team mentoring
- Organization development
- Negotiation
- International trade
- Export-Import fluency

PERSONAL SKILLS

- Technically sound
- Commercially proficient
- Communication
- Problem solving
- Result oriented

EDUCATION

MASTERS / PG

- MBA (Marketing)

DEGREE / UG

- B.TECH (Mechanical Engineering)

Diploma & Certifications

- Additional Diploma in Plant Maintenance Management
- e-Commerce Certification
- Various on-the-job trainings

ABOUT

26 years of rich industry experience with ENERGY sector companies across horizontal and vertical functions that brings immense value to professional organization.

WORK EXPERIENCE

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Al Mourid For Oil Services LLC
Sultanate of Oman
GENERAL MANAGER

2018 - 2022

- The company is into products trading & services to Power, Oil & Gas clients.
- Principals are reputed international manufacturers & consultants.
- Inventive marketing
- Team building

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Orbital International LLC
Sultanate of Oman
Asst. GENERAL MANAGER

2012 - 2018

- The company executes projects, trading & integration services to Energy sector.
- Principals are reputed international manufacturers & consultants.
- Organizational development
- Portfolio development
- Import & export supervision

3**Saudi Oger Ltd****Saudi Arabia****MECHANICAL ENGINEER****2001 - 2002**

- The company offers O&M services to Government end-user (Marafiq).
- O&M of MSF (thermal) & Reverse Osmosis (cold) desalination plants in the Jubail area of KSA.
- Involved in SAP interfacing project of large sized operating assets.

1**Grasim Ind. Ltd. (GRASIM)****India****ENGINEER - POWER PLANT****1995 - 1996**

- The company own & operate cogen Power plant & Utilities, as part of industrial manufacturing capacity.
- O&M functional upkeeping.

4**Oman Water Treatment SAOC****Sultanate of Oman****SALES MANAGER****2003 - 2012**

- The company offers projects to clients in Water & Waste Water sectors.
- Inhouse design & project development of water & waste water treatment plants.
- Sales & Marketing of project competence.
- O&M management of RO plants in the North & Central regions of Oman.
- Interface on Government side.

2**Ballarpur Ind. Ltd. (BILT)****India****EXECUTIVE - UTILITY****1996 - 2001**

- The company own & operate cogen Power plant & Utilities, as part of industrial manufacturing capacity.
- Utilities include Water treatment system, Demin plant, WWT plant, Steam Boilers & Soda Recovery Boiler.
- O&M functional upkeeping.

CONCLUSION

As someone who started the career at the grassroot plant operation & maintenance, then involved in project planning, development & implementation, and subsequently entrusted with overall commercial responsibilities up the ladder, I am confident that my skills-spectrum would prove versatile in achieving organizational goals.

Appreciate entrusting me with new challenges & responsibilities along the organization's growth in designated international market / region.