

AKASH SAHADEVAN

PROPOSALS ENGINEER



CONTACT

- +971554793054
- akashakash350@gmail.com
- Al Qusais, Dubai, UAE
- <https://www.linkedin.com/in/akash-sahadevan-ba2a44136>

PROFILE

Experienced Proposals Engineer with expertise in the instrumentation and valves industry. Accountable for the creation and presentation of detailed technical and commercial proposals tailored to meet client specifications.

EDUCATION

- 2012 - 2016
Calicut University, India
BTech in Mechanical Engineering

SKILLS

- Project Coordination
- Teamwork
- Technical Proposals & Evaluation
- Vendor Management
- Customer Relationship Management

LANGUAGES

. English . Malayalam . Hindi . Tamil

WORK EXPERIENCE

Proposals Engineer

GRUPO CUÑADO - CUNADO GROUP

Nov 2023 - Present
Dubai, UAE

- Analyze RFQs, technical specifications, and project requirements to prepare accurate and competitive proposals for valves.
- Collaborate with internal teams (engineering, procurement, and sales) to ensure alignment with client needs and project goals.
- Select appropriate valve types, materials, and configurations while ensuring compliance with industry standards and client specifications.
- Prepare cost estimates, technical submittals, and commercial documentation within deadlines.
- Build strong client relationships by addressing technical queries and supporting pre- and post-bid discussions.
- Stay updated with market trends, product innovations, and industry standards to provide value-driven solutions.

Project Coordinator

Winters Instruments Ltd

Apr 2021 - Oct 2023
Dubai, UAE

- Responsible for creating bids and proposals from tender documents, technical data sheets and drawings.
- Create and modify vendor documents such as datasheets, General Arrangement Drawings, Manufacturing and Testing procedures, manuals, and final dossiers.
- Submit drawings and documents for review/approval and clarification for concerned Engineers and Supervisors, and then to the client for further necessary action.
- Provide quotation to customer with all necessary pricing and technical specifications for our products which includes Pressure gauge , temperature gauge, Pressure and temperature transmitters , pressure switch and other instrumentation accessories.
- Send, receive, register, and route all incoming/outgoing documents and email transmittals in the projects.
- Coordinate with necessary departments to ensure final products meet customer required specifications and deadlines.

Technical Sales Engineer

Mak Trading & Services LLC

Sep 2019 - Mar 2021
Abu Dhabi, UAE

- Prepared detailed techno-commercial proposals according to customer inquiries. Created weekly/monthly sales reports.
- Ensured timely purchases from manufacturers/suppliers.
- Made prequalification for products in supplier portals SAP ARIBA.
- Regularly dealt with ADNOC group of companies for sales and inquiries.
- Attended pre-bid tender meetings.

Sales Engineer

Belfast Controls Equipment Trading LLC

Jun 2017 - Aug 2019
Dubai, UAE

- Prepared techno-commercial quotes for valves, actuators, solenoids, India positioners, temperature transmitters, pressure & temperature gauges.
- Conducted onsite visits and provided suitable solutions.
- Involved in different stages of sales process, lead generation to order closure.
- Developed strong relationships with clients providing customer service.
- Coordinate with internal teams to ensure smooth order processing, delivery and after sales support.