



ANOOP OTHEDATH
MANAGER- SALES & OPERATION

PROFILE

Result driven Instrumentation & Control Engineering professional- Experience in various phases of Instrumentation & Control products - sales, marketing, technical support, engineering solutions, installation, commissioning, vendor development, team leadership & collaboration and global industrial exposure.

KEY SKILLS AND CHARACTERISTICS

- Strong Interpersonal & communication skill
- Ability to work collaboratively as part of team
- Problem Solving
- Meticulous attention to details
- Excellent Organizational Skills
- Poised under pressure
- MS office Suite.
- Driving License-UAE&INDIA

EXPERIENCE

MANAGER – SALES & OPERATION
POPULAR GROUP- DUBAI, UAE

NOV 2012- PRESENT

- Prospecting of the client base to understand their future needs and recognizing additional business potentials.
- Responsible for executing of daily customer / channel partners activities; order entry and tracking, timely response to customer enquires with appropriate solution, revenue generation, quantify and resolve technical support request or issues related to products.
- Organize bid preparation works and takes responsibility for all bid costing and their accuracy. Attending techno-commercial meetings and analyze contract requirements.
- Collaborate with other business units and manufacturing facility and provide technical support to onsite and offsite during installation & commissioning. Initiate change order and expedite collection of overdue invoices.
- Continuous follow up with manufacturing and third-party vendors to ensure on time delivery. Generate reports and contribute to the development of sales and marketing strategy and to achieve annual sales budget and plan.
- Liaise with Marketing team / Product Manager to organize meetings and workshops / trainings with customer, conducting trade shows, presentation for new product launch.
- Field instruments and equipment sizing / selection. (Pressure, flow, Level, Temperature Transmitters, Radar Level Transmitters, Gauges, Recorders, Switches, Wireless Transmitters, Flow Meters, PLC's).
- Prepare and submit critical orders Documentation transmittals within timeframe

SALES SUPPORT ENGINEER

HONEYWELL - ABU DHABI, UAE

MARCH 2008 - OCT 2012

- Managing Middle East customer base, understanding their business drivers, buying behaviors and decision-making structures.
- Techno-commercial bid preparation and submission of field instruments and equipment sizing / equipment selection.
- Developing and maintaining relationships with local JV's and local authorized Channel/ Distributor key personnel.
- Liaise with Middle East and global sales teams to position offering with a view to ensuring Instrumentation Products success as well as maximizing sales revenue.
- Preparation and submission of Field Product documentation to client / consultants. Coordinate with other discipline engineers and provide technical assistance during installation, pre-commissioning & commissioning.

CONTACT

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INSTRUMENT & CONTROL ENGINEER **CNA GROUP SINGAPORE - DUBAI, UAE**

APRIL 2006 - JANUARY 2008

- Respond to sales enquiries by selecting the appropriate technology that best suit customer requirement. Provide technical and commercial support to the sales channel.
- Instrumentation field support to District Cooling System project (Discovery Garden-Dubai).
- Support with order project management team to provide a clean handover of orders with supporting documents.

INSTRUMENT & CONTROL ENGINEER **AUTUMN ENGINEERING SYSTEMS - DUBAI, UAE**

APRIL 2002 TO NOVEMBER 2005

Handling all the project engineering, design, procurement, programming, commissioning & service for industrial automation and process control of MCC, PLC and HMI / SCADA systems.

TRAINEE INSTRUMENT ENGINEER **BSES KERALA POWER LTD- INDIA**

MAY 1999 TO FEBUARY 2002

Learning Curve on Installation, commissioning, calibration, planning and establishing preventive and overhaul maintenance, loop checking, troubleshooting and modification of PLC/DCS, instrumentation systems such as electronic, electrical, pneumatic and hydraulic instruments.

EDUCATION

Project Management Professional (PMP)[®]

Project Management Institute

Master of Business Administration

Specialization - Marketing Management

Banasthali University, INDIA

Bachelor of Engineering

Specialization - Instrumentation Engineering

Bharathiar University, INDIA