**CURRICULUM VITAE**

##### NITHIN K.K

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Ajman, UAE

##### CAREER OBJECTIVE:

Looking for a position in Mechanical Design / Project / Commissioning / Maintenance field with a growth oriented organization engaged in Mechanical /Electro- Mechanical/Consulting/Contracting/Construction Organization to work and practice my knowledge as a Mechanical Engineer and add to my overall experience by becoming a valued member of growing company

##### Educational QUALIFICATION:

* B. Tech in Mechanical Engineering from Sree Narayana Guru College of Engineering and Technology, Kannur University.
* H.S.C from G.H.S.S, Kaniyanchal.
* S.S.L.C from Technical High School Naduvil.

SKILLS & EXPERTISE:

* Certified Quality Controller
* NDT Level II in Ultrasonic Testing, Visual Testing, Liquid Penetration Testing, Magnetic Particle Testing, Radiographic Testing
* AutoCAD 2D,Photoshop
* Microsoft Office
* **SAP**-Systems, Applications& Products in Data Processing

##### PROFESSIONAL EXPERIENCE:

**Previous Company**: **Rayned Water Development, Abu Dhabi, UAE**

**Designation:** **Sales Coordinator/Site engineer**

**Period:** December 2014 –February 2017

Duties and Responsibilities:

* Handles incoming inquiry, correspondence and follow-ups of each project with regards on GRP water tank and water filtration system
* Preparing cost sheets and commercial offers and materials list
* Maintains clients’ project database to ensure that the quotation for each project and other technical documents are completely provided to the clients on time
* Developing long-term relationships with clients and MEP contractors through managing and interpreting their requirements
* Negotiating tender and contract terms and conditions to meet both client and company needs
* Prepare meeting note, technical reports & update project schedules and distribute to Management.
* Prepare Shop Drawings, Material List and Technical Submittals
* Follow up on submittal logs & other miscellaneous duties relating to active projects
* Receiving the enquiries and further follow ups
* Assigning workers to various sites
* Co-ordination of water tank construction including marking out connection points and fittings as per works drawings
* Ensure all component parts are fitted correctly as detailed on works drawings
* Ensure all personnel adhere to Health & Safety procedures as out lined at site induction
* Ensure all PPE is worn while carrying out construction duties
* Liaise with customers on site in a proactive manner
* Setting out of tank position
* Communicating any site issues back to office
* Arrange movement of parts to point of installation
* Checking base levels with Theodolite and or laser
* Carrying out pre-site visit survey checks to identify any foreseeable problems
* Up keep & maintenance of company vehicle

**Previous Company**: Advanced Fiber Glass Industries, Ajman, UAE

**Designation:** **Site Engineer**

**Period:** March 2017 –July 2017

Duties and Responsibilities:

* Acting as the main technical adviser on a construction site for subcontractors, crafts people and operatives;
* Checking plans, drawings and quantities for accuracy of calculations;
* Ensuring that all materials used and work performed are as per specifications;
* Overseeing the selection and requisition of materials and plant;
* Agreeing a price for materials and making cost-effective solutions and proposals for the intended project;
* Managing, monitoring and interpreting the contract design documents supplied by the client or architect;
* Liaising with any consultants, subcontractors, supervisors, planners, quantity surveyors and the general workforce involved in the project;
* Liaising with the local authority (where appropriate to the project) to ensure compliance with local construction regulations and by-laws;
* Communicating with clients and their representatives (architects, engineers and surveyors), including attending regular meetings to keep them informed of progress;
* Day-to-day management of the site, including supervising and monitoring the site labor force and the work of any subcontractors;
* Planning the work and efficiently organizing the plant and site facilities in order to meet agreed deadlines;
* Overseeing quality control and health and safety matters on site;
* Preparing reports as required;
* Resolving any unexpected technical difficulties and other problems that may arise.

**Current Company**:

**Designation:** Sales Engineer

**Period:** August 2017 –Present

Duties and Responsibilities:

* Searching for new clients who could benefit from your products in a designated region
* Travelling to visit potential clients
* Establishing new, and maintaining existing, relationships with customers
* Managing and interpreting customer requirements
* Persuading clients that a product or service will best satisfy their needs
* Calculating client quotations
* Negotiating tender and contract terms
* Negotiating and closing sales by agreeing terms and conditions
* Offering after-sales support services
* Administering client accounts
* Analyzing costs and sales
* Preparing reports for head office
* Meeting regular sales targets
* Recording and maintaining client contact data
* Co-coordinating sales projects
* Supporting marketing by attending trade shows, conferences and other marketing events
* Making technical presentations and demonstrating how a product will meet client needs
* Providing pre-sales technical assistance and product education
* Liaising with other members of the sales team and other technical experts
* Solving client problems
* Helping in the design of custom-made products
* Providing training and producing support material for the support material for the sales team

LANGUAGES:

* English
* Hindi
* Tamil
* Malayalam

PERSONAL PROFILE:

* Gender : Male
* D.O.B : 30th April, 1991
* Nationality : Indian
* Passport No: L2835351
* Driving License : UAE

DECLARATION:

I hereby solemnly confirm that all the details provided above are true to the best of my knowledge

REFERENCE:

To be provided upon request