

RESUME



**SHAIK UL ISLAM
JAINUL ABDEEN**

PROFILE

Core Competency.

Sales & Service of Industrial
Equipments, Tools and Spare
Parts

Attitude to learn from Seniors from
their experience.

A quick learner

A committed person to any
assignment given.

Never Say No Attitude.

Born from a middle-class
background and an urge to come
up with proper ethics.



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EXPERIENCE

Objective

To work in an environment where my effort and skill is appreciated and motivated to grow higher Attitude to work in Sales, Service, Production, Maintenance and Projects.

Sales & Service Engineer

- Al-Kuwaiti Industrial Solutions OCTOBER 2019 to till.
- Hawar Equipment and Trading W.L.L (APRIL 2017 to OCTOBER 2019)
(A division Of Hawar Auto Services)

Products handling in below sectors:

❖ Automotive Sector:

- ELGI Air compressors
- ATS-ELGi Garage Equipments
- MAHA Automotive Equipments
- OTC Jacks
- Lavor high pressure washer
- Procut Brake lathe
- ABAC Air Compressors
- PULI Garage Equipments
- Rotary Lifts
- Comet High Pressure Washer
- Ammco Brake Lathe

❖ Industrial Sector:

- Ep Forklifts
- Fein Power tools and fasteners
- HELVI Welding, Cutting & Charging Equipments
- Gates Belts • NSK bearings • NTN bearings
- HANCHA Forklifts
- HEDA Shelves & Racking

❖ Fluid Management sector & Lubricants Sector:

- SAMOA Fluid handling & Management Equipments
- GRACO Fluid Management products
- CASTROL Lubricants
- BECHEM Lubricants
- TOTAL Lubricants
- PETROMIN Lubricants

❖ Consumables & Tools:

- VARTA Batteries
- PIRELLI Tires
- CP tools
- HAZET tools
- PANASONIC Batteries
- WINDFORCE Tires
- TOPTUL tools

PROFESSIONAL SKILLS

- Understanding the customer need and recommending the right product.
- Preventive Maintenance
- Product Knowledge
- Customer need Analysis
- Planning and scheduling
- Trouble Shooting & Problem solving
- Inventory Maintenance
- Price Negotiation

COMPUTER & IT SKILLS

- Auto Cad.
- Solid Works.
- Photo shop.
- MS Office Package.
- Tally ERP 9

PERSONAL SKILLS

- Creative
- Versatile
- Resilient
- Team Player
- Motivational
- Analytical

DRIVING LICENSES

- Bahrain Private
- Indian LMV

LANGUAGES KNOWN

- English: Fluent
- Tamil: Native
- Malayalam: Fluent (Oral)
- Hindi: Fluent (Oral)

Duties & Responsibility

- Sales and Service of Industrial and Automotive Equipments.
- Understanding the need of the work and recommending the Suitable Equipment for their requirement along with its associate accessories.
- Site visit to verify the working functions of the Equipments to schedule the Periodic maintenance.
- Planning necessary Spares (Normal and Critical) and keeping inventory on check.
- Preparing Reports on Sale, Service, and labor periodically to the Management.
- Supporting the Technicians and coordinating with the Principles on issues beyond my control.
- Ensuring every customer is advised on the equipment and use of genuine spares when they relate to a competitor quotation.

PROJECTS & EVENTS PARTICIPATED

SAE Supra Competition (2015):

Participated in SUPRA SAEINDIA Student Formula National engineering design competition held by the Society of Automotive Engineers India, which presents undergraduate engineering students with a challenging task of designing, simulating and modelling a formula type car.

Magnetics Shock Absorber (Diploma project):

A mechanical device designed to smooth out or damp a sudden shock impulse and dissipate kinetic energy.

Bio Gas Dryer (Mini Project in B.E):

The aim of this desiccation is to lower the moisture content to guarantee conditions favorable for storage or for further processing of the product.

Al Sic Metal Matrix Composite (Main Project in B.E):

To fabricate and analysis of High strength low weight Al Sic material in different ratios to find out their properties by various tests.

EDUCATIONAL QUALIFICATION

Course	Name of the Institution	Duration
BE Mechanical Engineering	St. Xavier's Catholic College of Engineering, Kanyakumari	2013-2016
Diploma in Automobile Engineering	K.N.S.K Polytechnic college, Kanyakumari	2010-2013