

## CURRICULUM VITAE



**Kiran G. Waghulde**

**Email-Id:** [kiran.waghulde@gmail.com](mailto:kiran.waghulde@gmail.com)

**Mob. No.:** +971 505946862

- ☞ A result oriented professional with over 16 years of rich experience in Sales/ Business Development/ Projects/Estimation/ design in India & Middle East.
- ☞ Self employed for 4 yrs as an active employer. Main role is developing business in India.
- ☞ Extensive experience in switchgear combined with proficiency in managing operations & development functions.
- ☞ Certified industrial automation & control Engineer. Undergone professional training on Automation in DCS, PLC & SCADA from Honeywell Automation India Ltd.
- ☞ Effective communicator with strong analytical skill, Negotiation skill, positive learning attitude, problem solving & organizational abilities.

### PROFESSIONAL EXPERIENCE

#### **R.STAHL Middle East Dubai as Area sales Manager for Oman/Kuwait /Qatar region. Duration: JAN 2014 – till date**

- Develop sales and marketing strategies to drive sales growth in the assigned area.
- Develop and manage an efficient distribution network to improve sales performance.
- Manage the sales team for sales growth and revenue enhancement
- Conduct market research to understand competitors and market trends.
- Provide innovative ideas and suggestions to improve the market presence.
- Coordinate with Managing Director to enhance sales performance.
- Build sales culture and sale centric atmosphere among the team members.
- Maintain relationship with end user, EPC contractors for repeat business

#### **Falcor Engg. & contracting LLC, Abu Dhabi as Senior Sales Engineer. Duration: JAN 2013 – JAN 2014.**

- Analyze & understand the marketing activities to improve the business.
- Negotiate contracts on all aspects of assigned projects. Preparation of the forecast on quarter basis.
- Support the FEED consultants (Worley parsons, Penspen, Nama Mott Macdonald, and Tebodin) during FEED stage by providing budget offers.
- Generating the enquiries from MEP, EPC contractors & end users ( ADNOC group of companies like ADMA-OPCO, ZADCO, ADCO, GASCO, TAKREER, and ADGAS).
- Handled principals like Nexans Cables, We Walter ( ATEX certified RIB manufacturer)

#### **M/S Danway LLC, Dubai as Senior project/ Estimation Engineer. Danway is a franchised channel partner of Schneider Electric for LV/MV Switchgear. Duration: May 2009 – Dec 2012. ( 3.7 yrs)**

- Analyze the RFQ, Specifications and quote for LV/MV switchgear/switchboards, for utilities, infrastructure and Oil & gas sector.
- Preparation of technical & commercial proposals for LV/MV switchgear/switchboards as per guidelines and procedures.
- Attend meeting with consultants/contractors for technical clarifications.

#### **Project Management:**

- Review proposals, terms & conditions, cost calculations & schedules.
- Acting as prime interface with customer & project participant on all contractual matters.
- Assure a valid project safety plan is in place.
- Manage project risk & opportunities.
- Ensure contract completion & desired financial return.
- Pursue project opportunities for additional sales.

**M/s EBOMAC (Electrical Board Manufacturing Company), Kuwait as an Estimation Engineer. EBOMAC is a channel partner of ABB for LV Switchgear. Duration: Sept. 2007- Dec 2008 (1.5 Yrs)**

- Analyze the RFQ, Specifications and quote for LV PCC, MCC & distribution boards for utilities, infrastructure, oil & gas sector.
- Access within the Team the Tools, methods and competencies and propose all necessary improvements and changes.
- Prepare complete offer in the standard presentation format.
- Making accurate, rapid cost calculations and providing customers with offers.
- Knowledge of MEW regulations.

**M/s. Creative Switchgear Nasik, India. (Self Employed) approved vendor for Schneider Electric & Siemens LTD at Nasik India. Duration: Jan 2004 – July 2007 (4 Yrs)**

- Key person for customer contact and achieved good Turnover thru focus on Business Development with Quick Customer Service, Care and Response.
- Successful in winning the outsourced projects from Schneider/ Siemens handled the Project from inception to Dispatch.
- Lead the Techno-commercial discussions with customer for finalizing the contract.
- Design and Development of the Panel Wiring harness for M/s Schneider Electric.
- Monitor the production activities from the point of view of meeting timely customer delivery schedules.

#### **Notable Credits:**

- Successfully designed, developed & implemented panel wire harnessing technique for the M/s. Schneider Electric Nasik, India.

**M/s Larsen & Toubro Powai, India as an Application engineer. Duration May 2001 – Nov 2003 (2.6 Yrs)**

- Application Engineering of LV Switchboard such as LV PCC, MCC & PDB.
- Preparation of schematic diagram for manufacturing.
- Estimation and costing of switchboards.
- Harness integrated package to Facilitate wiring harness.

#### **PROFESSIONAL TRAINING**

##### **Certified Industrial Automation & Control Engineer:**

Undergone Professional Training on Distributed Control System: (DCS), Programmable Logic Controllers: (PLC) & Software components.

#### **COMPUTER EXPOSURE**

##### **Work Experience with SAP R/3 4.06B System**

- Configuration of Switchboard as per General Arrangements & Bill of Material.
- Creation of Master Material in SAP System.
- Creation & Maintenance of Purchase Requisition, Plan Order.

#### **ACADEMICS**

**Diploma in Electrical Engineering from MSBTE Mumbai, Maharashtra India in 2000.**

#### **PERSONAL DOSSIER**

<b>Date of Birth</b>	: 25 <sup>th</sup> May 1978
<b>Nationality</b>	: Indian
<b>Marital Status</b>	: Married
<b>Passport No</b>	: Z3354959
<b>Languages Known</b>	: English, Marathi and Hindi
<b>Driving License</b>	: UAE