

Automation Training - HONEYWELL



EDWARD BENZIGAR
SALES & SERVICE ENGINEER
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Career Showcase

- Technical Presentation, Discussions with clients and customers and Techno-commercial dealings.
- Attending Technical Breakdown issues at the Customers site
- Catapulted revenue by over the specified target.
- Engineered exponential rise in profits and Motivated Sales and Marketing teams to exceed divisional KPIs; drove change initiatives and communicated powerful strategic vision to gain 100% staff buy-in.

Achievements

- Previously received an Acceptance Letter form an American University of California.
- Participated in National chess & Athletic Competition.

Academic Qualifications

Certificate/Degree	College / University Name	Year Of Passing
B-Tech E & C Engg.	Cochin University of Science and Technology, India	2007
HSC	St. Johns School, India (I.S.C.E.)	2002 (75 %)
SSC	Auxilium English medium school, India (I.C.S.E)	2000 (71 %)

Professional Experience (10 year)

ACTEMIUM, , Dubai, Saudi Arabia, Sep 2016-Jan 2020

Senior Sales & Service Engineer

Part of VINCI ENERGIES | EPC Contractors | 190,000 + employees

- Project sales and Techno-commercial Support on Electrical, Instrumentation, Automation and Telecommunication areas.
- Sales & Service support for Automation Projects. Responsible for UAE, SAUDI ARABIA & BAHRAIN.

C3AUTOMATION, Dubai, Feb 2016 - AUG 2016

Sales & Service Engineer

Partners of Schneider, Siemens and B & R Automation | Industrial Automation & System Integrators

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Transformed Operations in to Market-Leading Center of Excellence

✓ Strategic Leadership ✓ Continuous Process Improvement ✓ International Business

- **Product & Project sales and Techno-commercial Support.** Inspired team to achieve, stretch goals and smash KPIs.
- Sales & Service support for Automation products and Projects
- Representing **Schneider, Siemens and B & R Automation** in Sales and Service support.

Phoenix Automation, Sharjah, Jan 2015 -Feb 2016

Sales & Service Engineer

Part of Phoenix group and partner of FAGOR Automation, Spain |Industrial Automation & CNC Retrofits

Leveraged Growth of Key Accounts with Tactical Customer Approach

- ✓ Key Account Management ✓ Relationship Development ✓ Customer Penetration
- Sales & Service for CNC machines, Retrofitting and Upgrading of Machines
- Representing FAGOR AUTOMATION, Spain in Sales and Service support.

Bhatia Brothers, Dubai, Jan 2013 – Jan 2015

Sales & Product Engineer

Multinational company | Industrial Automation |\$20BN turnover | 2000 + employees

Won Territorial Gains in Stagnant Market and Globally Recognized Marketing Honors

- ✓ Brand Strategy ✓ Above-the-line Marketing ✓ Market Research ✓ Competitor Dislocation
- Technical presentation of Products like Motors, Drives, PLC, DCS, SCADA and Automation Products of **ABB** and **SIEMENS** before clients to enhance the Sales.
- Product support for the clients and for the engineers working in the site in installation and commissioning by making regular visit in project site locally and internationally.

Sat Engineering & Supplies, Dubai, Jan 2012 – Dec 2012

Sales & Product Engineer

Part of SAT Group and partner of HILL & SMITH, UK | Industrial Automation | 1000 + employees

- Technical Presentation of Automation Products.
- Purchasing of various Products from different Organizations and selling to our clients in IRAQ& Ethiopia
- Product support for the clients and for the engineers working in the site in installation and commissioning by making regular visit in project site locally and internationally
- Representation of **HILL & SMITH SOLAR , UK** and various Sales Promotional activities for Solar PV mounting System, **GREEN TECH ENGINEERING ,Bulgaria** as EPC Contractor and **FTC,Italy** for solar Cables for PV Projects
- Engaged in submission of Tenders of DEWA and various other organizations.
- Sales of electrical products for EPC contractors for construction
- Sales of Various Industrial items for **Oil & Gas, Cement Plant etc**
- Representing AT of **Spain** for Lightning Protection and Tolmega of **France** for Cable Trays etc
- Sales of electrical and mechanical products in **UAE & OMAN**

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Simplex Infrastructure Limited, Ethiopia, Africa, Jan 2011 – Jan 2012

Procurement Engineer

Multinational company | EPC Contractors | 4000 + employees

- ▢ Market analysis, locally and internationally to determine the availability of materials required for Various projects like Construction, Electrical, Railway etc.
- ▢ Procurement of machineries, material and other construction material.
- ▢ Utilizing the ERP system in Oracle to ensure accuracy of orders and goods received.

Multipower International, Oman, Aug 2009 – Sep 2010

Sales & Product Engineer

Multinational company | Industrial Automation| Supplier for Iraq and Middle east

- ▢ Introduction of Principles like CALLIDUS, U.S.A in the Middle East and India.
- ▢ Submission of Offers & Tenders
- ▢ Representing them before consultancies & contractors
- ▢ Product Presentation and conducting meeting and Conference for various Manufacturers like UNICOM of Korea, FLSmidth of USA etc.
- ▢ Selling of oil & gas products like BURNERS, valves, fans, hydro cyclones, incinerator etc

Ratan Glitters Industries Limited, India, Sep 2008 – Aug 2009

Industrial Electronics Engineer

Worked as an Operator and in installation & Commissioning of new plant

- ▢ ✓ Technical Assistance ✓ Support for installation ✓ Troubleshooting
- ▢ Work experience in the installation & commissioning of new metalizing plant with a group of Engineers from ULVAC, JAPAN, worked in ulvac plc eks for metalizing plant .

Professional Knowledge

- ▢ **DCS:** Honeywell C200, C300, Yokogawa CS3000, Micro-Excel/Centum-Excel.
- ▢ **PLC:** Micrologix 1200 & 1400 series, SIEMENS s7-200, SCHNEIDER ELECTRIC- Twido, Modicon M340 and GE FANUC: Versamax, DELTA Dvpss & OMRON cp1e-na, ABB
- ▢ **SCADA:** FANUC- I FIX, INVENSYS, Wonderware in touch with Factory suite, SCHNEIDER-VijeoCitect & ROCKWELL AUTOMATION; Factory Talkview, Siemens-Wincc
- ▢ **VFD:** SCHNEIDER - Altivar 28, 31 series.
- ▢ **HMI:** Magelis XBT-GT/XBT-N Series
- ▢ **SOFTWARES KNOWN:** RS Logix500, Step7, Experion PKS & **Process Instruments**
- ▢ Worked on Maintenance of AC, DC Drives and PLC Programming.

Recommendation:

- ▢ ✓ "Edward has always been an eye for detail and produced changes & results in Domopan" Commercial Manager, DOMOPAN- Mr. Sajan Xavier
- ▢ ✓ IELTS - Passed

Global Reach:

- ▢ ✓ , Indian national
- ▢ **Fluency in** English, Amharic, Hindi, Malayalam
- ▢ **Cross-cultural-lived in** India, Africa, Oman, UAE, Saudi Arabia, Bahrain.