

## Automation Training - HONEYWELL



**EDWARD BENZIGAR**  
**SALES & SERVICE ENGINEER**  
Dubai , Visit Visa  
+971 582282295  
[edwardbenzigar@gmail.com](mailto:edwardbenzigar@gmail.com)

### 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>B-Tech<br/>E &amp; C Engg.</b> | Cochin University of Science and Technology, India | 2007            |
| <b>HSC</b>                        | St. Johns School, India ( I.S.C.E.)                | 2002 ( 75 %)    |
| <b>SSC</b>                        | 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

## Automation Training - HONEYWELL

### *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**

## Automation Training - HONEYWELL

### 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, FLSmith 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.