

ROHITH I R

+ 91 9895824991
i.rrohith@gmail.com

Electronics and Instrumentation Engineer
5.8 years' experience

I am an Electronics Engineer with 4+ years of experience in EMS Company and worked for many national and international clients across the globe. I am a B.Tech Graduate in Applied Electronics and Instrumentation. Currently working as Senior Engineer. My responsibilities include Business development, program management, allocation of work, collaborating with other departments, and execution of work to deliver the RFQ's and won projects within stipulated deadlines. Started my carrier as an Engineer and have 5.8 years of industry experience.

RELEVANT WORK EXPERIENCE

Senior Engineer

Aug 2016 - PRESENT

SFO Technologies PVT Ltd, CSEZ, Kochi, Kerala (NEST GROUP)

Business Development Group

Engineer

Aug 2015-Aug 2016

ANI Integrated Service Limited, Thane West, Mumbai

Installation, Service and Calibration of Security devices in Airport

Production Engineer

Dec 2014 - July 2015

Idea Implement India Pvt Ltd, Goregaon Mumbai

Circuit making, Testing and debugging

KEY SKILL

- Ability to analyze technical data pack received from different clients.
- Experienced in examining technical datapack of PCBA, Cable Assy, Sheet Metal, plastics and Machined Parts.
- Knowledge in ERP System - Microsoft Navision.
- Knowledge in MS Office - Excel, PowerPoint, word.
- Team player: can lead as well as support.
- Respect deadlines and ethics.
- Reliable, emphasizing and honest in approach.
- Highly Motivated, committed person with professional attitude.
- A person with high team spirit.
- Always ready to learn new things.
- Adaptable to new approaches and new environment.

JOB Details

- Prospect new clients.
- Develop the pipeline of new business.
- Grow and retain existing Accounts.
- Prepare quote and negotiate the product pricing with customer.
- Project Management Support for NPI.
- YOY / Routine Product Price Management.
- PPV Approval.
- Escalation Management for BU with Customers – Claims.
- Prepare quote and negotiate the product pricing with customer.
- Budget Preparation.

JOB RESPONSIBILITIES

|| New Business Development

- Prospect for potential new clients and turn this into increased business.
- Analyze Data packages and finalize Bill Of Material (BOM), Drawings and Gerber files associated with the Data pack.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principals.
- Plan approaches and pitches.
- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Prepare quote and negotiate the product pricing with customer.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion.
- Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.
- Specialist in new product introduction (NPI) to Manufacturing.
- Smooth transferring of new products to manufacturing by inventory planning financial impact analysis and production planning.

|| Client Retention

- Present new products and services and enhance existing relationships.
- Work with technical staff and other internal colleagues to meet customer needs.
- Arrange and participate in internal and external client debriefs.

|| Business Development Planning

- Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
- Present to and consult with mid and senior level management on business trends with a view to developing new services, products, and distribution channels.
- Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
- Using knowledge of the market and competitors, identify and develop the company's unique selling propositions and differentiators.

|| Management and Research

- Ensure that data is accurately entered and managed within the company's CRM.
- Forecast sales budget and ensure they are met by the team.
- Track and record activity on accounts and help to close deals to meet these targets.
- Ensure all team members represent the company in the best light.
- Present business development training and mentoring to business developers and other internal staff.
- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose to continue to enhance the company's performance.

EDUCATION

B.Tech – Applied Electronics and Instrumentation

Calicut University, Kerala

Higher Secondary

Don Bosco HSS Mannuthy, Kerala

SSLC

Don Bosco HSS Mannuthy, Kerala

CERTIFICATION

Post-Graduation Diploma in Industrial Automation (PLC, SCADA, Panel Wiring VFD)

SMEC Labs Pvt Ltd - Cochin

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PERSONAL INFO

Name	Rohith I R
Father	I S Ravindran
Sex	Male
Date of Birth	04 July 1991
Familiar Languages	English, Malayalam, Hindi, Tamil
Marital Status	Single
Passport	Yes (Details on Request)
Address	Ittilavalappil (H), Choorakkattukara, P.O. Amala Nagar, Thrissur - 680555
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Reference

Name	Rajesh G
Designation	Manager - Business Development
Contact Number	+91 9995807695

I aspire to attain a responsible position in the progressive and creative environment of your company, and collaborate with you to have mutual benefits. I hereby declare that all the statements made are correct and complete to the best of my knowledge and belief.

Yours faithfully,
Rohith I R