

**VARSHA P**

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Doha, Qatar

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**Career Objective**

12 years of total experience in Instrumentation sector to provide Technical support along with Proposals and execution of projects. To work in challenging environment of a firm where I can prove myself and persistently contribute to the growth of the organization.

**Education Qualification**

Examination	Institution	Board/University	Year of passing	Percentage %
B.E(Instrumentation) (2007-2011)	Indira Gandhi College of Engineering	University of Mumbai	August 2011	71.00
H.S.C	Vidya Bhawan College	Maharashtra State	Feb 2007	76.00
S.S.C	Adarsha Vidyalaya School	Maharashtra State	March 2005	81.73

**Working Experience****M/s. RIOJ INTERNATIONAL, Navi Mumbai**

August 2021- December 2023

**Asst. Manager - Projects**

- Experience in sales and proposals for High Pressure Valves and fittings.
- Experience in handling and execution of Projects and orders.
- Responsibilities are co-ordinating/meeting customers, offers, pre and post order activities, specification sheet Analysis, Evaluation of bid, techno commercial proposal making & resolving Technical queries, commercial negotiation and completion of order till dispatch.

## **M/s. Autocontrol Process Instrumentation Pvt Ltd., Navi Mumbai**

March 2019- January 2020

### **Sales & Project Engineer**

- Experience in sales and proposals for products( Pressure gauges, rotameters, electromagnetic flowmeter, temperature gauges and manifolds )
- Execution of Coral South Development Project of Endress and Hauser for supply of 72 numbers Metal tube rotameters.
- Keeping good co-ordination with customers as well as production and planning department for quick delivery of the material.
- Solely handled Certifications and documentations for ATEX and IP 68 as well as registrations for NTPC, PDIL, VSI, IBR, EIL and successfully achieved IP 68 certification and LR certification.

## **M/s. Chemtrols Industries Pvt. Ltd., Mumbai**

December 2011- February 2019

### **Senior Project Engineer**

- Experience in handling and execution of Projects and orders for products in Measurement (Displacer type level transmitters, Rotameters) as well as closed sampling systems.
- Responsibilities were co-ordinating/meeting customers, post order activities, datasheet & specification Analysis, Evaluation of Bid, sampling system designing, techno commercial proposal making & resolving Technical queries, commercial negotiation and completion of order till despatch.
- Interaction with End user, EPC, consultants for technical discussion and Planning, Strategising, scheduling of activities etc.
- Experienced in uploading PSU, Government associations (IOCL, EIL, GAIL, HPCL, BPCL, HMEL etc.) Tenders via online or offline process.
- Possess effective communication, problem solving and negotiation skills with the ability to coordinate with Principal like Eckardt , Schneider Electric, Heinrich, UOP, Ametek Drexelbrook and Suppliers & Overseas Partners for import of appropriate product line as per market requirement.
- Resourceful at maintaining relationships with clients to achieve quality product and service norms by resolving their service related critical issues.
- Major Projects executed – Reliance ROGC Plant J3 Project – DLT 85nos., Megha Engineering –ONGC Assam Renewal Project – DLT 232 nos., BPCL Mahul Refinery DHT Project- 8nos., Technical Supplies Co- Marmul Rationalization Project, PDO Oman CSS-6nos.

## **Training**

- Digital Marketing workshop by Process Plant & Machinery Association of India.
- Industrial automation exposure at Precon Automation & systems Pvt. Ltd.
- Hazardous Area Classification course by ISA at M/s. Pidilite Industries Ltd.

### **Personal Profile**

Name: Varsha

Date of Birth: 17th September 1989

Sex: Female

Marital Status: Married

Languages known: Hindi, English, Marathi, Malayalam

Interests: Dancing, Singing, Drawing, Craft, Sports.

### **Declaration**

I hereby declare that the above information is true to the best of my knowledge and take this opportunity in requesting you, to have a kind scrutiny of me.

**Varsha . P.**