

CURRICULUM VITAE

VINISH MENON

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Professional Profile

- ✓ BE(Electrical & Electronics) with' qualitative work experience in Electrical Engineering ,Sales, Business Development, Key Account Management, Techno commercial Functions and Co-ordination.
- ✓ Possess excellent interpersonal skills that have been put to good use while interfacing with clients for ascertaining requirements and delivering need based product solutions.
- ✓ Abilities in devising effective strategies for developing key accounts, identifying & penetrating new market segments, handling techno commercial functions for business excellence.
- ✓ Key Government Customer Handling (Railways, Metro, Prime railway supplier Etc)
- ✓ Detail oriented with strong analytical, problem solving & organisational abilities.

Presently working with TVM signalling & Transportation PVT LTD (Kyson Group Japan) as Associate Manager (Business Development Railways) Bangalore. From Sep 2017

- ✓ Accountable for completing sales & Marketing objectives and overall quality of service
- ✓ Targeting abroad market for Railway & Mass transit Industry.
- ✓ Prepares proposals and contributes to the creation of business models from Head office
- ✓ Leading the Marketing activity with the prime player in signalling industry
- ✓ Accountable to Business marketing activates in international railway customers.
- ✓ Generating lead and tender activates in abroad market.

Worked as Business Development Projects with AMANI GATE CONTRACTING (KINGDOM OF BAHRAIN). Feb 2015- April 2017

Key Performance Areas

- ✓ Manage project schedules and budgets, and obtain permits for operations.
- ✓ Make engineering calculations in connection with field and office assignments.
- ✓ Investigate problems and recommend solutions.
- ✓ Developing the New Project into the company with profitability.
- ✓ Ensure compliance with safety requirements and standards procedures.
- ✓ Prepare requests for proposals and evaluate bids.

Worked with CUMMINS INDIA Ltd as SENIOR SALES MANAGER-(KAM-Railways) from Nov-14 to Jan-15

- ✓ Accountable for completing sales objectives and general quality of service
- ✓ Complete support from Head office to Zones for all the sales activity in the Indian railways solution business.

- ✓ Target a broad market Railway.
- ✓ Prepares proposals and contributes to the creation of business models from Head office.
- ✓ Contributes to successful delivery of projects to improve customer satisfaction.
- ✓ Handle product sales increase and account bases by assessments sales activity plan.

Previous Organisational Experience from Aug-2010 to June-2013 as Sales Manager (Railways, Metro & Defence)

“DIAGNOSYS ELECTRONICS I PVT LTD” a UK based MNC. It has well-established multi location facility all over world to cater requirements of Automatic Test System development in different segments for Railways, Defence, Metros and Commercial Vehicles

Key Performance Areas

- ✓ Developing new business opportunities, develop and initiate action plan to penetrate new Market/territories.
- ✓ Dealing with Railways for sales and marketing.
- ✓ Dealing Mass Transit, Railways, Metros, BEL, Air force, Defence, Navy, ISRO, RCI DRRDL, Navy, experience in one of the major market segments viz., rail builder /subcontractor / transit authority / Volvo / ECU.
- ✓ Dealing with rail Builder & mass transit in Indian market.
- ✓ Closely working with RDSO, Railways , Delhi Metro etc
- ✓ vehicles operate (LRV / Heavy Rail / Trolley / Commuter rail / HS – High Speed Rail)
- ✓ Manage & develop relationships with distributors, visit customers and ensure they are
- ✓ Professionally served with appropriate solutions and a high level of service.
- ✓ Creates and conducts proposal presentations. Provide timely, accurate and competitive pricing on all completed prospect applications submitted for pricing and approval.
- ✓ Work closely with internal departments to ensure timely delivery.
- ✓ Manage sales and marketing activities.
- ✓ Monitor competitors (region specific) closely and proactive decision/ report to management
- ✓ Attend exhibitions and seminars as required.
- ✓ Company profile:- Diagnosys Electronics (I) Pvt Ltd. at Bangalore (An 100% Subsidiary of Diagnosys System Ltd, UK) an ISO 9001:2000 Company has been engaged in manufacturing wide range of Automatic Testing Equipment's for Air Force, Army, Navy, Ordnance and Mass Transit.

Key Achievement: - First Company to get the RDSO Approval for registered Vendor for supply the Automatic Test Equipment into Indian Railway.

Previous Organisational Experience as Retrainer Engineer (Sales & services engineer Electric Loco Products) Knorr Bremse India Pvt. Ltd (German Based Company)

“Knorr Bremse” a German MNC is over \$ 3.5 Billion engineering conglomerate. It has well-established multilocation facility all over world to cater requirements of Brakes Systems for Indian and overseas Railways, Metros & Commercial Vehicles.

Key Performance Areas

- ✓ Identifying new corporate clients, distributors and tapping profitable business opportunities.
- ✓ Developing a database of potential clients as an aid to business development initiatives.
- ✓ Done the Inspection and testing for railways, RITES inspection, and RDSO inspection.
- ✓ Preparing documentation for Inspection for new products Oil free compressor.
- ✓ Interfacing with key clients for ascertaining requirements and making presentations

- ✓ Coordinating with Purchase, QA, and Production Depts. for ensuring timely execution of orders.
- ✓ Interacting with Logistics Dept for on time dispatch and deliveries to clients.
- ✓ Maintenance of Air Brake equipment in WAG-9 electric locomotive like Brake Panel (computer controlled brake system).
- ✓ Testing of train brake & loco brake (A-9 & SA-9) of locomotive, testing of electrical & mechanical valves fitted in brake panel in WAG-9 ABB locomotives.
- ✓ Planning for inspection scheduled and overhauling scheduled of Brake System, Air Dryer and Tread Brake Unite.
- ✓ General Site Administration Support / Staff Relations / Support and Training.
- ✓ Maintenance of air dryers in Conventional Locomotives i.e. WAG-7, WAM-4, WAG-5, Diesel Loco, EMU and DMU etc.
- ✓ Dealing with Switchgears Products of Micro Electrica Italy make for locomotive applications.
- ✓ Making and Attending Tender of Railway.
- ✓ Accessing the sales work in SAP system.
- ✓ Working on various new developing projects like Oil Free Compressor, Triplate Assembly and computer controlled brake system for Electrical Locomotive etc...

Major Customers Handling: Diesel Locomotive works, Rail Coach Factory, ICF, RDSO, and CLW & BHEL.

Designation (when Left): Retainer Engineer

Duration: 1 year (July 2009 till 8th August 2010)

Company profile:- Knorr-Bremse India (P) Ltd. at Faridabad (An 100% Subsidiary of Knorr-Bremse, Germany) an ISO 9001:2000 Company has been engaged in manufacturing wide range of Air Brakes and Air Supply system for Railway Sector and Metro Projects.

Product Range: Air Brake sets for Indian Railway & for DMRC, Air Compressor, Switch Gears for Railways applications, Air Dryer, Computer controlled brakes (CCB) for Electric locos & diesel locomotives, Door assembly for DMRC, Shock absorbers for IR, Distributor valve, Tread Brake Unit (TBUs) etc.....

Significant Accomplishments:

- Arranged Technical Seminar, Presentation for the company in Computer Controlled Brake system in Indian railways.
- Successfully handling sales & marketing operations in the assigned regions of India operations.

Training Undergone:

- Vocational training from Electrical loco shed , New katni junction (Indian Railways)
- Vocational training from Diesel loco shed , New katni junction (Indian Railways)

Academic Credentials

- BE (Electrical & Electronics Engg) from Hitkarni College of Engg & Technology, Jabalpur (68.2%), in 2008.
- Diploma in Electrical (74.2%) from Govt Polytechnic College, Damoh (Madhya Pradesh) in 2005.

IT Certifications

- Well versed with SAP.
- Well versed with MS Office, Power Point, Internet applications.

Passport Details

Passport No : - **P1972918**
Issued Date : - 19/02/2017
Place of Issue : - BAHRAIN
Nationality : - Indian.
Date of Expiry : - 18/02/2027

Personal Brief

Father's Name : **GOPINATHAN MENON**
Mother's Name : **LAKSHMI MENON**
Date of birth : **3rd march, 1984, India**
Marital Status : **Married**

Date:-

Place:- Bangalore

(Vinish menon)