

# Resume

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Mechanical engineer with more than 25 years' experience in various capacities with hydraulic and polymer sealing solutions business, worked both in India and Norway.

**Functional experience** – Concept to detailed product design and development, technical sales and support, sales management, application engineering, new business / segment development.

**In-depth segment experience** - Aerospace and defence, oil & gas, agriculture, off-highway, mining, renewable energy and construction machinery equipment manufacturers and end users.

**Well versed in** - team building and management, lead generation, market penetration, KAM, CRM, negotiations, exposition, business strategy planning, budgeting, presentations, re-engineering etc.

**Technical knowledge** – Hydraulics aggregates, circuitry, selection, HPU and cylinder design, test equipment design and construction, materials, manufacturing methods, tribology, heat-treatment, surface coatings, lubrication, polymeric materials etc.

**Skills:** Proficient in Microsoft office, AutoCAD, Solid Edge, EPDM, SAP, Norsok & API standards, familiar with ISO 9000, AS 9100, ITAR and AQAP protocols.

## Experience:

Technical sales & Applications Engineer

**Seal Engineering AS., Norway.**

Jan 2015 to Nov 2019

A leading Norwegian polymer sealing solutions company offering customized and bespoke products and solutions to leading marine, hydropower, oil & gas and defence equipment manufacturers in the Nordic region.

Job responsibilities include new application and solutions engineering, product design, customer support, product testing, internal and customer technical training, technical write-up's, new segment and business development both inland and overseas.

Travelled to various European customer sites, successfully generated many business leads in and around Europe. Experienced working on various oil & gas applications both topside and subsea.

Consulting Engineer (own business) Bangalore, India.

Jan 2009 to Dec 2014.

Engaged by local companies to assist develop solutions to engineering challenges such as reverse & re-engineering, manufacturing (tooling), product development and testing.

Successful projects can be discussed during the meeting.

### **Trelleborg Sealing Solutions. Bangalore, India.**

Feb 1996 to Dec 2008.

Leading global supplier of sealing solutions for various industrial segments such as aerospace & defence, automotive, process equipment, mining & construction, oil & gas, renewable energy etc.

General sales manager (Aerospace & Defence) 2006 to 2008.

Tasked to develop, coordinate and direct aerospace and defence segment sales, optimize operational efficiency, market penetration, lead generation, increase revenue and market share, customer satisfaction in line with organizations business goals. Worked on various prestigious and challenging Indian aerospace and defence programs by offering value based engineered solutions and excellent customer support. Record increased revenue @ 20% over 3 years.

Manager – Technical services 2003 to 2005

Lead a team of application and sales engineers with a task to identify new sealing segments and applications by offering value added engineered proposals to leading product developers in construction, agricultural, off highway equipment and many more. Started development study of aerospace and defence segments in India during this period.

Sr. Engineer – Technical services 1996 to 2002

Responsible for engineered sealing & bearing solutions proposal to challenging industrial applications, visiting customers with sales teams for new business development in order to achieve overall growth.

Development Engineer

### **Dynamic Technologies Ltd., Bangalore, India.**

Jun 1990 to Mar 1995

Leading manufacturers of hydraulic gear pumps and systems for industrial and defence applications. Involved in product development and field testing activities of various special purpose hydraulic products such as pumps, valves, couplings, clutches, hydro-static transmission etc., for agricultural and defence application.

Apprentice trainee - BWSSB, Bangalore, India.

1988 to 1989 Trained in servicing, testing and calibration of water meters for industrial and domestic use.

### Education:

1984 – 87, Diploma Mechanical Engineering (DME) – MEI Polytechnic., Bangalore. India.

2009 – 10, Executive MBA (Marketing management) - Kuvempu University., Shimoga, India.

Personal: 54 years, Single.

References: excellent references available on request.