

## BINTO.N.JOHNY

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**Achieve a Higher Esteemed Position in the Company and be a Person of Import Whom the Company doesn't want to lose at any Cost.**

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### PROFESSIONAL SYNOPSIS

- 📄 Dynamic Professional Career with over 10 years of Experience as Sales & Marketing Engineer, 6 Months of Experience as a Production Engineer and over 6 months of Experience as a Maintenance Engineer in Different Organizations.
  - 📄 Previously Associated with CHBIB TRADING CO. LTD as Senior Sales & Marketing Engineer from April 2014 to December 2021.
  - 📄 Experienced in Estimating Projects Related to Commercial Kitchen and Laundry Equipment's, Maintaining Good Relationship with the Existing Clients & Manufacturer's along with Creating New Ones.
  - 📄 An Effective Communicator with Excellent Skills in Building Relationships. Possess strong Analytical, Problem Solving and Organization Abilities.
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### AREAS OF EXPOSURE

#### Technical

Languages: AUTOCAD

Miscellaneous: MS office

### EMPLOYMENT SCAN

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Since April 20' 2014 to Present	CHBIB Trading Co. Ltd	Senior Sales & Marketing Engineer
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### KEY TASKS HANDLED:

- 📄 Maintaining Good Relations with Clients that will help the Organization in Getting New Jobs.
- 📄 Weekly Follow-Up with Clients regarding the New Projects that has been submitted.
- 📄 Technical Meeting's with the Client regarding the On-Going Projects.
- 📄 Preparing Job Cost Analysis for Each and Every Job indicating the Profits to the Management.
- 📄 Good Contacts with all Reputed International Manufacturers of Kitchen & Laundry Equipment's.
- 📄 Ability to Manage the Project in Stipulated Time with the best Quality and Optimal Budgets.
- 📄 Budget Preparation for all Activities of the Division.
- 📄 Negotiation with Manufacturer's once the Project has been awarded.
- 📄 Procurement of Kitchen & Laundry Equipment's.
- 📄 Strong Leadership Qualities having Good Target Achieving Skills.

### LIST OF PROJECTS AWARDED:

- 📄 Crown Plaza Minhal Riyadh, Tabouk Millennium Hotel, Intercontinental Riyadh, Marriott DQ, La-Brasserie Restaurant, Spanish Restaurant, Hyatt House Jeddah, Novikov Restaurant Riyadh & Jeddah, MOI Headquarters Jeddah, Central Kitchen Gastronomica, Burger Boutique Khobar, Jeddah & Granada Mall, Nobu Hotel Jeddah, Vox Cinema Tabuk & Unified Square Town Jeddah, EL&N Café, King Faisal University, Al-Saif Villa, Madina Oberoi Hotel, Byblos Restaurant, Hail University, Nando's Turki Square & Levels, Dunk & Dip Restaurant, Zafran Levels Restaurant, Saudi Airlines Catering Jeddah, King Saud Medical City, Tokyo Restaurant, Imam Palace, Fairmont Hotel, Shrimp Shack Restaurant, Coya Restaurant, Toucan Restaurant (Continued)

Patisserie Restaurant, Nando's Granada & Nakheel Mall, Paul Restaurant, Tap Coffee Restaurant, Baytoti Madina Restaurant, Eye Hospital Qassim.

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Since Oct 22' 2011 to Feb' 2014      Falcon Technical & Trading Co. W.L.L      Sales & Marketing Engineer

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**KEY TASKS HANDLED:**

- ☐ Preparing Job Cost Analysis for Each and Every Job indicating the Profits to the Management.
- ☐ Good Contacts with all Reputed International Manufacturers of Kitchen & Laundry Equipment's.
- ☐ Ability to Manage the Project in Stipulated Time with the best Quality and Optimal Budgets.
- ☐ Budget Preparation for all Activities of the Division.
- ☐ Negotiation with Manufacturer's once the Project has been awarded.
- ☐ Procurement of Kitchen & Laundry Equipment's.
- ☐ Strong Leadership Qualities having Good Target Achieving Skills.
- ☐ Prepared General Equipment Layout, Electrical Layout, Plumbing Layout & Builders Work etc. once the project has been awarded.

**LIST OF PROJECTS AWARDED:**

- ☐ Multipurpose Administration Complex, Wedding Hall Project – Al Wakrah, Celebration Hall – Al Dayeen, My Burger.

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**PREVIOUS ASSIGNMENT**

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'05 – Jul'09      Apollo Tyres Limited, Perambra      Engineer -Production

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**KEY TASKS HANDLED:**

- ☐ Check & Verify the Production Capacity of the Previous Shift.
- ☐ S.A.P Entry Including Man Power Details, Production Capacity etc.
- ☐ To Arrange Serial Numbers According to the Press wise.
- ☐ To Arrange Green Tyres according to the Press wise.
- ☐ Production Entry at the End of the Shift.
- ☐ To Co-ordinate with Various Department for Achieving the Daily Shift Production.

**NOTABLE ACCOMPLISHMENTS:**

- ☐ Contributed in following processes
  - Contributed in a Team that achieved the Highest Production in a Shift in Apollo Tyres Perambra, Kerala.
  - Auditor (ISO 9001:2008) from TUV SUD Middle East L.L.C.
  - 12 Projects been Awarded under a 3 Months' Time in CHBIB TRADING CO. LTD.
  - Made Key User of the Estimation Department for the Oracle Software in CHBIB TRADING CO. LTD

