



Aryaman Sood

An Engineer by profession, I am an innovative, hardworking & creative individual. I pro-actively take the responsibilities and challenges at work and confidently complete them, aiming for the utmost perfection.

I seek an opportunity to learn & develop new skills to able to face the challenges and ride the digital wave of the future to be a 'glocal' citizen of tomorrow.

Contact

Phone

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Email

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Date of Birth

18-09-1995

Education

2014 - 2018

B.E. (Hons.) Electrical & Electronics Engineering

BITS Pilani, Dubai Campus

Expertise

- Information Management
- Agile Project Management
- Financial Analysis & Administration
- Stakeholder Management
- Strategic Partnership
- Focused Process Improvement
- Kanban Boards
- Risk Analysis & Management
- Electrical Safety & Compliance
- Microsoft Power BI
- AutoCAD

Languages

English

Hindi

Work Experience

BMTS | Bahri & Mazroei Group

March '23 - Present

Senior Engineer - Sales

- Managing key business accounts in Dubai & Northern Emirates for a portfolio of Critical Power Solutions.
- Develop and maintain professional relationships with clients to increase organic leads by 30% QoQ.
- Conducted target audience identification to increase sales conversion rates.
- Initiate long-term strategic partnership with key Contractors and Consultants in the region to expedite turnkey projects.
- Coordinate with internal and external stakeholders to ensure proper information management and timely execution & delivery of products sold.
- Internal & External Stakeholder Management & Negotiation to expedite turnkey electrical power solutions

Unilever - Home & Personal Care Factory | Dubai

April '21 - June '22

Electrical & Electronics Engineer

- Managed a team of 21 Technicians to lead the Electrical & Electronics Engineering Department.
- Conducted market research to shortlist the vendor and contractors for skill specific jobs.
- Build and maintain strong relationships with Global Clients, OEM(s), Vendors and Suppliers to maintain information management & ensured the removal of roadblocks and timely deliverables for Business Projects.
- Co-ordinated with Key Internal Stakeholders and Department Heads to complete critical routine/non-routine and project specific tasks to achieve an on-time completion rate of >90%
- Spearheaded multiple cost saving project teams (in conjunction with Production, IP, ManEx, Process, Quality, Manufacturing Engineering & Warehouse Operations) to meet the annual Business Revenue, Sales & Savings target.
- Oversaw & administered the management of spare parts purchase & issuance worth EUR 1 Million. Successfully achieved a reduction of 5% in the store consumption cost against the project annual target.
- Developed & Implemented Technical Documentation: SOPs, SMPs, SLDs, PTWs, RAs & in-house technical standards and guidelines for routine & non-routine activities.
- Led the UAE's Electrical Safety Program & Conducted monthly meetings with the factory staff to coach them.

Certifications

- CISI (III) - International Certificate in Wealth & Investment Management | ICWIM
- CISI - UAE Financial Rules & Regulations (To be completed by June '23)
- Structured Query Language University Of Michigan | Coursera
- Agile Project Management Google | Coursera

Personality

- Creative Thinker
- Goal Oriented
- Organized & Flexible
- Team Player
- Relationship Building
- Quick Learner
- Adept Communicator

Interests

Music - Singer / Performer

Reading

Photography

Sciencetechnic, Easa Saleh Al Gurg Group | Dubai

July '18 - March '21

Project Engineer

- Managed a team of junior engineers & skilled technicians to expedite the completion of Phase-1 of the RTA, ITS2020 Project to increase traffic optimization and monitoring in Dubai by 40%.
- Collaborated with the sales team for the design & implementation of temporary & permanent ITS Solutions for a network of clients in Dubai, leading to a growth of 7% in quarterly sales.
- Communicated with industrial equipment installers to deliver technical support throughout project execution.
- Liaised with company executives, project managers & government authorities to acquire resources to move projects forward.
- Recommended improvements for design, construction means and materials based on field or changing conditions.
- Monitored installation of materials and equipment for compliance with drawings and specifications.
- Spearheaded a team of Trained Professionals to provide tailored-fit & end-to-end Engineering & Maintenance solutions for the new & existing clientele. 74% OTIF delivery of projects.
- Successfully achieved the target of <90% Annual Maintenance Compliance.
- Scheduled & Organized more than 4 post-sales Technical Training Events annually with SMEs to resolve queries and educate the clientele about the Standard Operation Procedures

HIMA Paul Hildebrandt GmbH

January '18 - June '18

Project Engineering Intern

- Assist the Engineering Team in the Creation & Implementation of Data Logic for the failproof functioning of the HIMax PLC.
- Supported project engineer on various tasks such as quality inspections and technical document preparation.
- Comprehend the PLC Cabinet Connection Diagrams & Single Line Diagrams and lead the Hardware Team to successfully perform Hardware Tests and Loop Checks to ensure optimal functioning of all the Power devices, Communication Modules and Cabinet Alarm System Modules for more than 50 PLC Cabinets during FATs
- Diagnosed issues with the PLC cabinet systems and quickly repaired flaws to maintain functionality

Community Service

HelpEachOther.Today/Inaraa.org- Haryana, India

Associated as Creative Strategist/Volunteer - Marketing and Operations for Non-profit websites to help COVID-19 patients and communities find healthcare solutions.