



Ashik Mankarathodi


Technical Sales & Application (Mechanical) Engineer


Profile

A qualified Mechanical Engineer with over 5 years of experience in Technical Sales, Proposals, Sourcing & Application of HVAC/R machines and related utilities. Seeking a challenging position where can raise and upheld the performance standard of both organization and my career.

Contact

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Personal Details

Birth Date
30th August 1992

Nationality
Indian

Address
Dubai, UAE

Languages Known
English, Hindi, Malayalam, Arabic (R/W)

Driving License
Valid UAE Driving License holder

Work Experience

Sales and Application Engineer **January 2019 – Present**
Foster International Trading LLC, Dubai-UAE
Authorized distributor of SKM and YORK Air conditioning products

- Respond to technical inquiries from consultants, MEP Contractors and end users of HVAC machines including DX Split units (Highwall, Ducted, Cassette etc.), Package units, FAHU/AHU and VRF units.
- Preparing optimized selections of DX-Split Units, Package Units, VRF (VRV) Units and AHU/FAHU using selection software programs as well as manual selection as per requirements and specifications.
- Preparation of Compliance Statement against specification.
- Clarifying the technical doubts arising from the contractors or consultants to ensure the smooth running of the project.
- Project analysis and preparation of final technical and commercial bids.
- Coordination and follow up with respective principal for production status, completion and logistic related matters.
- Keep track on payments and delivery on handled projects.
- Taking up service related issues with the after sales team and service personnel and imparting technical information to the customers.
- Preparing Inquiry, Booking and Sales reports on weekly basis.

HVAC Engineer **April 2017 – March 2018**
YES YES Marketing, Kerala, India
Authorized distributor of Mitsubishi & Trane Air conditioning products

- Study/Review of tender documents including scope of work, drawing, BOQ specifications, client requirement etc, for proper estimation of work.
- Carried out Heat load calculations by using Carrier's HAP software and E-20 form (ASHRAE standard).
- Selection of HVAC equipment for commercial applications such as Package Unit, Ducted Split Unit, Decorative units, VRF Units, etc.
- Designing of air distribution duct system including selection of grills and diffusers as per standards (SMACNA).
- All VRF design like machine selection, copper pipe selection, refnet selection etc.
- Quantity take-offs from drawings and preparation of material estimates.
- Preparation of BOQ for the projects as per the estimation.
- Execute the project, Co-ordinate with Consultants, Contractors & Suppliers.
- General supervision at site to ensure proper implementation of design for execution.
- Coordinate with architect and other engineering departments in order to solve and avoid design conflicts.

Key Skills & Capabilities

- Possess a strong technical aptitude to the company's product line, as well as interest and ability to learn technologies and core products.
- Ability to read and interpret engineering data and drawings.
- Auto-CAD, MS Excel, MS Word, MS PowerPoint, Software selection of Units (DX Split Units, VRF/VRV, Package units and FAHU etc.).
- Heat Load Calculation using HAP software.
- Quick at learning new concepts and technologies and putting them to use.

Education

Bachelor of Technology in Mechanical Engineering

Aug 2011 – May 2015

Government Engineering College, Thrissur, Kerala, India

University of Calicut

CGPA – 7.30/10
