

NITESH PANCHAL




Sales Manager

 Abu Dhabi AZ

 [Bold Profile](#)

 +971 50 955 1084

 NJPANCHALL@GMAIL.C
OM

Sales professional with solid background of 25 years in Electrical Products - Power Transformers , Distribution Transformers, Low Voltage Sandwich Busduct System, Low voltage Switchgear Panels , Low Voltage Switchgear and Controlgear Products, Cables - managing high-performing sales teams and driving revenue growth.

Proficient in strategic planning, client relationship management, and sales strategy development, ensuring success and growth in competitive environments.



SKILLS

- Strategic Planning & account development
- Project execution
- Partnership development
- Sales channel analytics
- Direct sales
- B to B sales



Work history

2016-01 - Current

Sales Manager

Federal Power Transformers LLC, Abu Dhabi, United Arab Emirates

- Responsible for sales & marketing of Federal Transformers, sandwich construction busbar system and low voltage switchgear panels.

BRAND :

- FEDERAL POWER TRANSFORMERSFEDERAL
- FEDERAL DISTRIBUTION TRANSFORMERS
- WILMAR BUSBAR SYSTEM
- LV SG PANELS - L&T, HAGER, ABB
- Product listing in approved vendor list with O & G EPC Contractor, local

- utilities, project consultants and Clients to prospect long term business
- Prospected to increase sales lead pipeline and convert leads into new customers.
- Increased sales through full sales cycle execution, processing from initial lead processing to conversion and closure
- Negotiation, finalization of sales contract and signing of contracts with clients
- Contribution to contractual agreements for products and services in order to maximize profit margins.
- Technical expertise and guidance to improve systems and processes, reduce costs and improve benefits.
- Raised performance in areas of sales, profit, management and operations by synergy with estimation team and design team on product costing to control project cost, site based approval, execution and project compliance as per customer requirement
- Maintained relation and collaborated with switchgear companies for sales & marketing, approvals of LV Switchgear Panels with concern project authority
- Established and maintained strong relationships with key clients, fostering trust and driving long-term business partnerships.
- Expanded market share by identifying and penetrating untapped markets Qatar, Iraq, KSA
- Follow-up and coordination with production team to deliver product in order to comply with smooth execution of project.
- Extensive experience of project execution, after sales - site Co-ordination, site activity, design approval, product Installation, site testing, final handing over of system
- Over 200 projects Successful completion of Transformers, Busbar system and Low voltage panels
- Established rapid and strong growth through completion of number of Projects

2007-03 - 2015-12

Asst. Sales Manager

Al Zubair General Trading Est, Dubai

- BRAND :
- HENIKWON BUSBAR SYSTEM
- C & S Busbar System
- L&T SG COMPONENTS
- Worked as BU Manager to sell Busbar System Sandwich, Low Voltage Switchgear and Controlgear Products.
- Completed more than 80 projects for bus bar system, from project

2006-05 - 2007-03

identification to sale of product to deliver project to customers.

- Conducted product presentation for consultant approval and enroll as preferred vendor.
- Worked with local utility on design approval, site inspection and product testing - commissioning

Sr. Sales Engineer

Bhartia Cuttler Hammer Ltd, Ahmadabad

- BRAND :
- BCH PRODUCT RANGE
- Worked with local distribution partners in market and achieved sales objectives
- Direct sales experience in Industries, local panel assemblers and original equipment manufacturers
- Participated in seminars to promote products and develop industry contacts.

2005-04 - 2006-04

Sales Engineer

Standard Electricals Ltd, Ahmadabad

- BRAND :
- STANDARD ELECTRICAL PRODUCT RANGE
- Responsible for direct marketing and assists distribution partners to meet annual sales expectations
- Delivered technical sales presentations to local retailers, OEMs' and presented benefits and value of products.
- Expanded distribution network by appointing new channel partners to boost sales growth
- Increased sales volume of channel partners with joint sales cold calls and added prospect clients

2003-06 - 2005-03

Sr. Sales Engineer

Comet Electricals (Dealer - Bhartia Cuttler Hammer), Ahmadabad

- BRAND :
- BCH PRODUCT RANGE
- Sale & Marketing of switchgear and control gear products
- Collaborated with company sales team to increase sales volume
- Developed new customers through regular sales cold calls
- Exceeded sales goals and business volume by maintaining relationship with local panel assemblers for regular orders

2002-05 - 2003-05

Sr. Sales Engineer

Nifa Electronics Pvt. Ltd (Dealer - Jindal voltage regulator), Ahmadabad

- BRAND :
- JINDAL AUTOMATIC VOTAGRE REGULATORS
- Responsible for sales in Gujarat region
- Worked with total of seven resident engineers across Gujarat
- Engaged in product training, demonstrations, sales calls to meet individual sales targets
- Identified opportunities for growth within Gujarat territory and collaborated with sales teams to reach sales goal.

2001-03 - 2002-03

Trainee Engineer

Space Application Center (ISRO), Ahmadabad

- Maintained contemporary technical knowledge of engineering concepts.
- Traveled to job sites with senior personnel to aid in inspections and ongoing project observations.

1999-12 - 2001-03

Factory In Charge

J.J. Industries (Panel Assembler), Ahmadabad

- Responsible for preparation panels BOQ, finalization of drawings, supervision of fabrication work shop, powder coating plant and switchgear assembly, routine factory test
- Carried out day-day-day duties accurately and efficiently.
- Management of on-site maintenance work



Education

Secondary Education Board

Pravin Vidhya Vihar - Ahmadabad, India

1999-01

Diploma: Electrical Engineering

Govt. Polytechnic - Ahmadabad, India

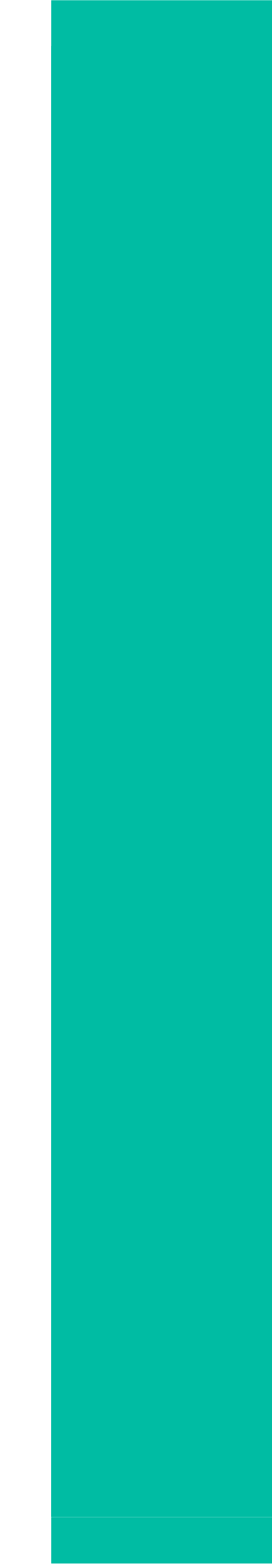
2025-02

Professional Graduate Electrical Engineering: Electrical Engineering

International Institute of Management & Technical Studies - Edu-Qual UK



Personal Details



Date of Birth: 02/08/1981

Marital Status: Married

Other: Marital Status: Married, Date
of Birth: 02/08/1981