

Dara Peter Sanjay Rahul

Product Management

CONTACT

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Presently resident in America on J2 dependent VISA valid until July 2027 having even the work permit EAD & Driving license valid until Feb 2027.

Skills & Expertise:

- Engineering
- Lighting Design
- Project Management
- New Business Development
- Value Engineering
- Electronics
- Commissioning
- Project Engineering
- Business Development
- Product Management
- Customer Value Proposition
- Product Development
- Project Planning
- Key Account management

PROFILE

Hard Working and Efficient product specialist with more than 18 years of experience in project and team management. Strong task management skills, negotiation and key account management skills. Ability to complete the Projects target dates and significantly increase revenue. Results oriented, motivated and focused on customer satisfaction.

Cashier – Church's Chicken and Marathon Gas Station, Globe, Arizona, USA
April 2025 to Present
Working as Cashier at cash counter.

Substitute Teacher – Globe Unified School District, Miami Unified School District and San Carlos Unified School District , Arizona, USA
August 2025 to Present
Working as Substitute Teacher.

Long Substitute Teacher for 10th Grdae – San Carlos Unified School District , Arizona, USA
July 2026 to Present
Working as long Substitute Teacher for 10th grade math teacher.

1. Teaching the Geometry to the students
2. Preparation of Lesson plans
3. Assessing the grades of the students
4. Attending the parent teacher meeting and giving feedback of students.

PRODUCT SPECIALIST

Product Specialist – G&G Technical Systems, Hyderabad, Telangana, India
October 2020 – Dec 2024
G&G Technical Systems is a System integrator company having all ELV product Solutions. G&G TS is a partner for major OEM companies Honeywell/Siemens/Bosch /ESSL/Biomax/Matrix/HIKVISION/CP PLUS/AHUJA for Building Management System/Fire Alarm system/Access Control System/CCTV/Public Address and Telephone systems.

- Responsible for Project Management and support project contractor/consultant and client to complete the project in timely manner.
- Offer Value engineering solution with design-based project study, implement project planning for short/ Long term projects commitments etc.
- Key focus on coordination with manufacturers anticipating materials delivery synchronized to project status.
- Specification compliance in initial offer for project.
- Preparation of technical submittals for approval of the product in project.
- Creating value engineering in estimations to increase the GP of the project.
- Co-ordination with contractor for payments/deliveries and timely closure of the project.
- Maintenance Management for all key customers.

Education:

Master Of Business Administration, Sikim Manipal University 2019-2021

Bachelor Of Business Administration, Sikim Manipal University 2015-2018

Associate's Degree, Engineering, 1994 – 1997 from Technical Board of Technical Education Bangalore.

Languages Known:

English
Hindi

Hobbies:

- Playing Carams
- Colouring and painting
- Playing and listening to music

Personal Details:

Date of Birth: 23-08-1978
Civil Status: Married
International Driving License Holder

Project Manager for Honeywell Automation India Limited, Hyderabad, Telangana, India.

October 2018 – October 2020

Honeywell Building Solutions (HBS) is one of India's leading building solutions providers

Manage a portfolio of clients and develop new business relationships.

- Project management for all key clients of HAIL.
- Product handling for BMS/FAS/CCTV/PAS & ACS.
- Coordination with Client/Consultant and contractor for completion of the project within speculated time frame.
- Collection pf payments.
- Creating new business opportunities.

SIMAA Security System LLC – Dubai, UAE (2017 June till April 2018)

SSS is a leading provider for System integrator company having all ELV and Lighting Solutions. SSS is the partner for SIEMENS & LEVITON for Lighting Control Systems/MIRCOM for Fire Alarm system/ Honey for Access control and CCTV systems.
Worked as Sr. Project Engineer with Key responsibilities:

- Project management for all key clients of HAIL.
- Product handling for FAS/CCTV/PAS & ACS.
- Coordination with Client/Consultant and contractor for completion of the project within speculated time frame.
- Collection pf payments.
- Creating new business opportunities.

Bahri & Mazroei Technical Systems Co.LLC – Dubai, UAE (2006 till June, 2017)

BMTS is a leading provider for Power and Lighting Solutions, based in Deira. The company's solutions are built on cutting edge technologies and bring the latest and innovative solutions to reality. The products and services include lighting solutions for power saving. BMTS is the Silver partner for GE UPS systems, ATS and also Business partners for HELVAR & SIEMENS Lighting Control Systems, GENT Fire Alarm systems, Honeywell ACS & CCTV. BMTS has even many other ELV products; company is working as system integrator.

Sr. Projects Engineer 2006 – June 2017

Key responsibilities

- Project management for all key clients of HAIL.
- Product handling for FAS/CCTV/PAS & ACS.
- Coordination with Client/Consultant and contractor for completion of the project within speculated time frame.
- Collection pf payments.
- Creating new business opportunities.

IGENT Middle East Co. LLC – Dubai, UAE (2003 to 2006)

Worked as Product Engineer for Emergency lighting systems and UPS.

M/s Hirel Electronics Ltd Gujarat, India (2000 – 2003)

Worked as Product Engineer for Inverter Drives and UPS.

M/s ANS engineers Authorized service agent for Siemens Ltd (1998-2000)

Worked as Product Engineer for Inverter Drives and UPS.