

Ronald Pineda

Juffair, Bahrain

ronpineda@gmail.com

+973 3384 2525



Summary

Summary of Qualifications:

Almost twenty-nine (29) years of successful experience in sales, marketing and business development of high technology equipment and systems with a background on servicing as well.

Personal Strength:

Equipped with necessary technical knowledge and proficiency as a professional Engineer, with a lot of experience in engineering and commercial field. Ability to handle people and capability to implement quality management/marketing procedures necessary to operate a commercial company in accordance with marketing standards.

Experience

Regional Sales Manager at Honeywell Process Solutions

March 2020 – November 2020

Responsibility: Grow the Process Measurement & Control (PMC) products/solutions business directly with End-Users and/or via Channel Partners.

Products/Solutions: ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive Injection System and Sampling & Electronic Manual Dip Instrument.

Countries: Saudi Arabia, Bahrain, Jordan, Lebanon and Iraq.

Regional Sales Manager at Honeywell Process Solutions

January 2019 – February 2020

Responsibility: Grow the Process Measurement & Control (PMC) products/solutions business directly with End-Users and/or via Channel Partners.

Products/Solutions: ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive Injection System and Sampling & Electronic Manual Dip Instrument.

Countries: Saudi Arabia, Bahrain, Kuwait and Qatar.

Service Business Manager at Honeywell Process Solutions

September 2018 – December 2018

Responsibility: Grow the Process Measurement & Control (PMC) service offerings directly with End-Users.

Products/Solutions: ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive Injection System and Sampling & Electronic Manual Dip Instrument.

Countries: Saudi Arabia, Bahrain, United Arab Emirates, Oman, Kuwait, Qatar, Egypt, Jordan, Iraq and Pakistan.

Channel Business Manager at Honeywell Process Solutions

October 2015 – August 2018

Responsibility: Grow the Process Measurement & Control (PMC) products/solutions business via Channel Partners.

Products/Solutions: ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive Injection System, Sampling & Electronic Manual Dip Instrument, Field Instruments, Process Instruments, Modular Systems, Elster Gas Flow Metering Solutions and RMG Regulators.

Countries: Saudi Arabia.

Area Sales Manager at Honeywell Process Solutions

April 2012 – September 2015

Responsibility: Grow the Process Measurement & Control (PMC) products/solutions business directly with End-Users and/or via Channel Partners.

Products/Solutions: ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive Injection System, Sampling & Electronic Manual Dip Instrument.

Countries: Saudi Arabia, Bahrain, Kuwait and Qatar.

Sales Account Manager at Honeywell Field Solutions

June 2009 - March 2012

Has responsibility to grow the Honeywell Field Solutions in Saudi Arabia, working closely with product specialists. This includes OneWireless™ (ISA100.11a), Field and Process Instrumentation, ENRAF Tank Gauging System, Small Volume Prover, Preset Controller, Additive and Blending System, Sampling & Electronic Manual Dip Instrument and RMG (various product related to gas measurement).

Sales Manager at Al Abdulkarim Holding Company

January 2004 - May 2009

- Involved in service oriented turnkey projects (basic design scoping, engineering, contracting, commissioning, calibration, troubleshooting, control and programming related parameters).
- Worked on all the industrial sectors such as Oil & Gas Producing Platforms (Onshore and Offshore), GOSP, Refineries, Petrochemical Plants, Power Plants, Desalination Plants, Treatment plants, Chemical plants, etc.
- Worked as Project Manager for execution of projects both on technical and commercial aspects.
- Worked as Sr. Products Manager to support the instrumentation products pertaining to related manufacturers. The support involves promotions, demonstrations, office set-up in the Middle East, etc.
- Technical presentations of high technology equipment, seminars/training to customers, on-site installations for test and trials, managing company's sales application engineers for instrumentation and training them, managing the principals on board and business development around Saudi Arabia and Bahrain.
- Established service department and managing the activity of service engineers and technicians.
- Established calibration laboratory for instrumentation.

Sr. Products Manager at Al Abdulkarim Holding Company

January 1997 - December 2003

- Develops and maintains productive business relationships by conducting regular sales call to all existing and prospective clients. Make sure that in any projects clients will have, company / products are included in their bidder's lists.
- Check regularly with designers, contractors and end users for all on-going and upcoming projects. Make sure that these projects are included in project list for follow up.
- Develop new product lines and introduce these products for evaluation and customers' approval.
- Communicates and coordinates with foreign suppliers/manufacturers. Includes quotes clarifications, technical queries, purchase orders and even product representation.
- Study and evaluate tender documentation, prepare cost analysis and finalize the appropriate commercial offer. Arrange other required documentation to satisfy the prescribed bid to meet bid submission deadline.
- Review purchase orders, expedite preparation of letter of credit application if necessary, and expedite processing of orders to the suppliers/manufacturers and ensure that all materials are in accordance with prescribed specifications and customers' requirements.

Sales Application Engineer at Al Abdulkarim Trading Establishment

April 1992 - December 1996

Maintenance Engineer - Electronics, Electrical and Instrumentation Department at Imperial Textile Mills

April 1991 - March 1992

Maintenance Staff - Electronics, Electrical and Instrumentation Division at Vitarich Corporation - April 1989 - March 1991

Training/Courses

- Six Sigma Green Belt
- Honeywell ENRAF Calibron Small Volume Prover Theory, Operation and Maintenance
- Honeywell ENRAF Additive Injection System Theory, Operation and Maintenance
- Honeywell ENRAF Preset Controller Theory, Operation and Maintenance
- Honeywell OneWireless™ & ISA100 Training
- Honeywell HC900 Product Training
- RMG by Honeywell Overview
- CCTV Technical Workshop
- Intensive Training on ViconNet
- HERNIS Scan Systems - Agent/Service Training
- SCANDURA's Pressure, Temperature, and Electrical Parameters Calibration Systems
- AGAR's MPFM (Multiphase Flow Meter), Watercut Analyzer and Oil-Water Interface Probe
- Introduction to Tank Inventory Equipment & Systems - ENRAF B. V.
- Nelson Firestop Products
- Wireless Communication and Mobile Networks

Honors and Awards

- Achieved award for "Best Agent Of The Year" from Scandura, Italy in 2007.
- Achieved award for "Outstanding Results" from Hernis Scan Systems AS, Norway in 2005.
- Achieved award for "Professional Market Approach of the Company" from ENRAF B. V., The Netherlands in 2001.

Education

Polytechnic University of the Philippines

Bachelor of Science (BS), Electronics and Communications Engineering, 1986 - 1991

St. Mary's College of Meycauayan

High School (Secondary), 1982 - 1986

References

Can be provided upon request.