

Kushal Joshi

Sales, validation and calibration engineer. London, UK. 18kushaljoshi@gmail.com.
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Sales, validation and calibration engineer. Consults on, quotes and specifies temperature monitoring systems, has managed client accounts and supported a 15% revenue increase through retention, and backs every sale with hands-on work in a UKAS-accredited ISO/IEC 17025:2017 laboratory: calibration of temperature, humidity, pressure, CO2 and gas analysers, and GMP and GDP mapping and validation of ovens, freezers, cold rooms and warehouses. Builds Python and AI tools that take the paperwork out of the job.

Experience

Ramcare, sales, validation and calibration engineer

2026-now

- Calibrate temperature, humidity, pressure, CO2 and gas analyser instruments in the lab and on site under ISO/IEC 17025.
- Validate ovens, freezers, fridges, cold rooms and warehouses against GMP and GDP guidance.
- Plan and run temperature and humidity mapping studies, from single fridges to whole warehouses, with full documentation.
- Wrote seven per-parameter calibration procedures: pressure, electrical, humidity, CO2, rotational speed, temperature and thermal mapping.
- Build uncertainty budgets and prepare UKAS assessment evidence for contract review, decision rules and uncertainty reporting.
- Act as sales engineer: consult on, quote and specify temperature monitoring systems for clients.
- Review calibration certificates and explain results and deviations to customers.

Isatec, validation engineer and account manager

2023-2025

- Carried out thermal and humidity mapping for critical storage and industrial applications.
- Installed and commissioned temperature monitoring systems.
- Executed IQ/OQ/PQ validation protocols to regulatory and client requirements.
- Delivered on-site calibration of temperature and humidity sensors.
- Prepared technical reports, quotes and tenders, and supported sales through site visits.
- Trained clients and acted as main point of contact; supported a 15% revenue increase through better retention.

Raj Innotech, quality engineer

2018-2020

- Ran in-process and final inspections on manufactured equipment and components, and saw corrective action through.
- Implemented and maintained ISO 9001:2015 and ISO 14001:2015 systems across production.
- Kept inspection records and release reports for compliance and traceability.

Expertise

Technical sales and accounts: site surveys, quotes and tenders, specifying temperature monitoring systems, account management and client retention

Calibration (ISO/IEC 17025): temperature, humidity, pressure, electrical, CO2 and gas analysers; uncertainty budgets to GUM, M3003 and EURAMET guides

Validation and mapping: IQ/OQ/PQ, temperature and humidity mapping of ovens, freezers, fridges, cold rooms and warehouses to GMP and GDP guidance

Quality and compliance: UKAS assessment evidence, calibration procedures, decision rules, certificate review

Software and automation: Python, Flask, SQLite, pandas, Excel and VBA, HTML and CSS, Claude API

Things I've built

Calibration data tools (Python): Reads the files from data loggers, finds the steady readings and fills in the calculation sheet, with a self-check for ISO/IEC 17025.

Certificate tools (Python): Renames, updates and saves certificates as PDFs in bulk, and reads certificates in 13 different formats into checked spreadsheets.

Certificate review agent (AI): An AI helper that checks a batch of certificates for mistakes before they go out.

Thermal mapping reports (Web app): Turns the logger data from a mapping study into a finished report with charts, ready to sign.

Certificates and standards

Certificates: PRINCE2 Foundation, Agile Foundation, Change Management Foundation, EY Climate Change and Sustainability, Carbon Accounting, TCFD Recommendations

Standards: ISO/IEC 17025, UKAS M3003, GUM (JCGM 100), EURAMET calibration guides, EU GMP, GDP, ISO 9001, ISO 14001

Software: Python, Flask, SQL and SQLite, pandas, Excel and VBA, ZPL, AutoCAD, GIS, Tableau

Research

Renewable energy storage and UK demand. MSc team project, University of Hertfordshire. Team leader. 2021-2022

Pharmaceutical wastewater by electrocoagulation. Team leader. Earlier work on the subject published at IIT Roorkee in 2018. 2019

Sustainable water management in urban areas. Undergraduate research project. Team leader. 2018

Education

MSc Environmental Management, University of Hertfordshire 2022

BTech Environmental Engineering, Gujarat Technological University 2020