CURRICULUM VITAE

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# OBJECTIVE

Seek a long-term career with a dynamic organization whose vision is to be a leader in Developing and stimulating people to excel in an environment that fosters and encourages professional integrity and development.

**STRENGTH**

Ability to analyze problems, learn new skills and technology, looking forward to accept any challenge, determination, will power, strong sense of commitment and responsibility.

**SUMMARY OF SKILLS AND EXPERIENCE**

* Total 12.5 years experience in Sales and Marketing & Service.
* 2.5 years of hard core experience in service(Technical).
* And 10 years of hard core experience in sales and marketing.
* Well disciplined with proven ability to manage multiple assignments efficiently under extreme pressure while meeting tight deadline schedules.
* Dedicated hard working individual with the intercommunication skills to work at all levels of the organization.
* Result oriented with experience in new product development and marketing.
* Valid UAE (GCC)/Qatar International driving license.
* Having Knowledge of GCC Market.

**Personal Characteristics:**

      Superior communication skills, both written and verbal

      Good reasoning abilities

      Sound judgment

      Highly analytical

      Project oriented

      High energy level

      Resourceful and well organized

      People oriented with ability to get along with diverse personalities

      Ability to multi-task and prioritize

      Well organized

      Able to work and learn independently as well as in a team oriented environment

      Results oriented

**Principle Functions:**

      Market and competitor analysis

      Lead generation and follow up

      Product Presentations/Demonstration/Prep

      Sales Tools Creation

      Internal Meetings/Planning

      RFI/RFP Response Composition

**EDUCATIONAL PROFILE**

**Technical**  :

Bachelor Degree in **Mechanical Engineering** .At Thirumalai

Engineering. College Kanchipuram. T.N. **Full Time Course.**

Madras University.

Diploma in Automobile Engineering . Anantapur. Govt. Polytecnic . **Full Time Course.**

**EXPERIENCE PROFILE**

**Working as a SALES ENGINEER in Accurate Radiators Company based in Dubai,**

**Ras Al Khor. U.A.E. From March 2014 - Till date.**

**Accurate Radiators Company is a leading Sales & Service provider of radiators for a wide range of heavy machinery and mechanical equipments , we assemble / modify / repair /radiators for cars ,trucks ,buses ,forklifts , cranes ,generators ,earth moving equipments and as well as heavy equipments and all other industrial equipments.**

 **Worked as a** Sales Engineer in **Qatari Industrial Equipment WLL.** QIE is a leading sales and service provider of heavy equipment in Doha.Qatar. It is sole distributor for brands like Generators ( FG Wilson) , Doosan Forklifts and DISTRIBUTION OF MATERIAL HANDLING EQUIPMENT (ELECTRIC FORKLIFTS, ELECTRIC STACKERS, HAND PALLET TROLLEYS, ISAL Power Sweepers, Tower Lights, Ferrari Truck Mounted Cranes. From March 2013- September 2013.

**Job Responsibilities.**

* Doing Market survey and getting new Business& Create awareness of all products.
* Making sales reports.
* Responding to RFQs and sending quotations.

**Trainings and Involvements**

* **Various heavy equipment sales training from the Original Equipment Manufacturers like Doosan Forklifts- South Korea, Ferrari Truck mounted Cranes, ISAL Power Sweepers-ITALY.**
* **Took part in Project Qatar International Trade Construction, Building, Environmental Technology & Materials Exhibition as Company Representative.**

**Worked as a SALES MANAGER**  from Jan 2009-March 2013at **VSTMOTORS LTD**.Ch-2.Authorised Dealers of **TATA MOTORS .**

**ABOUT THE COMPANY**

M/S. V.S.T MOTORS LTD is a leading dealership of **TATA** vehicles who contribute a Major share in South India Sales.

**MY ROLES AND RESPONSIBILITIES**

* In charge for whole Chennai Teritory**Marketing of TATA MOTORS CommercialVehicles** to private as well as Govt.departments of Chennai.
* Focus team towards clearly identified goals to gauge its success and know what they are trying to accomplish.
* Encourage high performing team to compete inwardly with members competing against each other for favour& recognition.
* Sourcing business opportunities.
* Monitoring Sales Executives.
* Maintaining all sales correspondence with our principles M/s.**TATA MOTORSLTD.**
* As signed as a Team leader .(Asst.Sales Manager).
* Can maintain positive and productive work environment.
* Meeting all competitor customers and convincing them to buy our product.

**Worked as a Sales Executive in United Diesel AL ROSTAMANI GROUP DUBAI f*rom Feb2008-Nov2008.* Sole distributor for commercial vehicles like Nissan Diesel Renault Trucks, TATA, Nissan Forklift and Tata Daewoo Trucks.**

**Job Responsibilities.**

* Exclusively responsible for corporate sales.
* Daily visits corporate companies.
* Follow-up visits regarding Sales and after sales.
* Making sure the productivity targets.
* Updating of sales and customer database.
* Making daily performance report.
* Generate sales through orders from corporate sector and Government sector.
* Jobs such as after sales back-up, up to Customer's satisfaction after finalization of order.
* Orders briefing and presentation of products.
* Over look of order until receive of payment.
* Surveying market potential, identifying potential clients and planning

Territory coverage to ensure maximum market penetration.

* To aggressively target new customers, develop and build upon client relationship.
* Generates new inquiries.
* Create awareness of all products.

Worked as a **Asst. Sales Manager** from July 2003-December 2007, at VST MOTORS LTD Chennai. Authorised Dealers of TATA MOTORS.

**Job Responsibilities.**

* **Meeting all customers for getting New Business.**
* **Daily visits and prospecting potential customers.**
* **To aggressively target the new customers develop & build upon client relationships.**
* **Make persuasive presentations Generates new inquiries.**
* **Formulate & Implement overall marketing strategy and business plans.**
* **Provide monthly reports and analysis to the management.**
* **Giving best support to the all customers at all Times.**

Worked as a customer care and service Advisor for 2.5 years at Jayalakshmi Automobiles.(Hyundai Service Station at Hyderabad).Jan 1998-June 2000).

**Job Responsibilities.**

* Daily taking care of servicing activities right from Job card writing to final Delivery of all types of vehicle in good condition.
* Keep tracking service people & Controlling of all technicians in proper way.
* Co-ordinating with spare parts personnel & giving final report to Service Manager and
* Giving response to Emergency Service Calls like Break downs etc.

**AREAS OF INTEREST**

Marketing & Sales and Technical Work.

**SOFTWARE SKILLS**

Finished 3 months course on Oracle8i Data Base.AtSSI Bangalore.

Operating System :windows NT/2000/XP.

Languages :C,C++,pascal,basic.

Packages :MS-Office2000.

Modeling Softwares:Auto CAD.UG NX2.

Knowledge In :Internet.

# PROJECT WORK

**Engineering:**Design of fuel system for a Typical Military intermediate Trainer Aircraft.

# Description:Involves design calculation of Dia of fuel transfer lines ,Refueling,Refuel time calculation Pressure required to Transfer the fuel etc.

**Concern/Duration:HindustanAuronautics Limited(HAL) Bangalore.**2months.

**Diploma:**Air Braking System.

**Concern/Duration:**M.G Brothers Anantapur.One month.

# INPLANT TRAINING

Inplant training on Amara Raja Batteries PVT

At Karakambadi,Tirupati.Duration:Onemonth.Training at APSRTC cuddapahDt In Zonal/Regional work shop for One month in the year 1995.

# PERSONAL TRAITS

* Decision making
* Hard working
* Good communication
* Presence of mind
* Ability to work in a team

**PERSONAL & OTHER INTERESTS**

* Associated with Social welfare programmes from school life.
* Special interest in Driving.
* Hobbies include traveling, reading, playing shuttle, browsing, and interacting

 with people, listening Music and Yoga.

# PERSONAL DETAILS

Date of Birth :30th June 1979.

Gender :Male.

Marital Status :Married.

Languages known :Telugu,Hindi,English,Tamil,Kannada,Malayalam.