**Gulfjobseeker.com CV No:** **1303836**

**Mobile** +971505905010cvdatabase[@]gulfjobseeker.com

To contact this candidate use this link

<http://www.gulfjobseeker.com/feedback/contactjs.php>

**IN DUBAI ON VISIT FROM 26th May 2014 to 26th June 2014**

**Summary:**

2+ years Experience as Mechanical Maintenance Engineer at Peenya Fine Comps Bangalore

1 year Experience as Sales Manager at MFI Document Solutions- East Africa

7 months as Client Relationship Manager at Stalwart Security Services Bangalore

**Education:**

Have completed Bachelor in Engineering (Mechanical) in year 2010.

**Company:** Peenya Fine Comps Pvt. Ltd

**Duration:** August 2010- Oct 2012

**Designation:** Mechanical Maintainence Engineer

**Location:** India, Bangalore

**Description:**

* Preparing Annual Preventive Maintenance plan.
* Preparing and following up of Breakdown Maintenance plan.
* Preparing and Maintaining critical spare parts required for the machinery.
* Tool Maintenance Plan.
* Quality of the products produced in the press shop by maintaining PQCRs.
* Maintenance of the tools required for the preventive and breakdown maintenance of machines.
* Maintenance of the instruments used to check the quality of the products. (Calibration)

**Company:** MFI Document Solutions Ltd

**Duration**: Dec 2012- Oct 2013

**Designation**: Sales Executive, Sales Manager (Account Manager)

**Location**: Kigali, Rwanda & Kampala, Uganda

**Product**:

* IT Equipments like Desktops, Laptops, Servers, UPS, Stabilizers, Switches and related accessories (**Dell**, HP, Vision, Cyberoam, Alcatel, Cisco)
* Imaging (Automaation) (**Kyocera**, Canon, Oce, HP)
* PABX (**Alcatel Lucent**)
* Video Conferencing (Life-size)
* IT Solutions (EPICOR)

**Description (Kampala)**

* Perform new lead generation for sales opportunities, including developing initiative plans, attending industry and trade events; making cold calls and doing discovery work on prospects.
* Identify expansion sales opportunities with existing clients through identifying opportunities to expand their use of needed solutions.
* Prepare proposals for sales opportunities.
* Negotiate and close sales opportunities.
* Attend sales handoff project planning meeting with operations team when requested.
* Support the operations and administration teams during the implementation of the project.

**In Addition to above also following (Kigali Office)**

* Coordinate with inventory of stock and insures product adjustments are properly applied.
* Receive, sort, log, and distribute all incoming shipments.
* Identify, locate, obtain and arranges for shipment of requested replacement parts.
* Arrange warehousing and transportation of products to customers.
* Investigate and respond to inquiries regarding distribution and shipping.

**Experience:**

**Company:** Stalwart Security Services India Ltd

**Duration**: Nov 2013- Present

**Designation**: Manager- Sales & Client Relations

**Location**: Bangalore- India

**Product: Security Service (Personal & Equipments)**

**Roles And Responsibilities:**

* Identifying sales prospects utilizing creative lead generating techniques including networking with other businesses.
* Attending industry shows and after-hours business events
* Prospecting via cold-calling, handing out flyers and reviewing new lists
* Presenting sales proposals to prospects and identifying positive features and advantages of our products and services
* Collecting payments for products and services rendered
* Following up with prospects in a timely manner
* Completing all customer contracts correctly and on time
* Turning in the correct paperwork with each sale
* Following up with customers at installation
* Maintaining customer satisfaction after installation for first year

**Skills:**

* Strong technical skills in IT, Imaging, PABX and Video Conferencing.
* Organizational skills
* Communication skills
* Team-working skills
* Sales skills
* Commercial awareness
* Personal skills.

**Personal Information**:

Date of Birth: 14 July 1988

Sex: Male

Marital Status: Single

Nationality: Indian

Languages Known: English, Hindi, Kannada, Urdu