**Professional Sales**

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. I use my ability to combine technical knowledge with sales skills and strategy to act as a primary contact for product demonstrations, client needs assessments and the development of technical

specifications. With rich experience in the field of sales and marketing for different products and industry.

**With UAE and Qatar Driving License**

**Skills**

|  |  |
| --- | --- |
| * Dialux * AutoCad * Ulysse | * Microsoft office Word, Excel * Power Point presentation |

**Professional Experience**

Doha Qatar – *Medium to high end lighting Distributor.*

**Senior Sales Engineer- Lighting,** Sept. 2014 – July 2015

* In charge of the sales activities of urban lighting department on construction projects.
* Coordinates with the general manager on implementing system within the department.
* Self-generation of sales leads - new business development for street/tunnel lighting and infrastructure projects.
* Identify new areas of growth and promote company presence in marketplace
* Provide feedback on competitor products and activity
* Preparation of estimates and quotations using necessary technical information
* Account management and new business development

**Trading Company,** Dubai, UAE

**Assistant Sales Manager- Urban Lighting,** *Jan.2011- Aug.2014*

**Territory Manager- Urban Lighting,** *Jan. 2010- Dec. 2011*

**Sales Engineer- Commercial Lighting,** *Mar. 2008- Dec. 2009*

* + Manage and handle key and large Scale projects from the design stage/concept, application and until the after sales within designated territory in UAE.
  + Develop new prospect costumers and build a good relations to Clients (end users), consultant and designers.
  + Analyze the current market trend, strategic plan to competitions and strengthen the company costumer network to gain new business opportunities.
  + Product development- Manage products to be specified in the projects, provides designs, presentations and product knowledge.
  + Involve in internal process, quotations, product selections, lighting designs, submittals, lighting measurements, commissioning and after sales call.
  + Negotiate prices with the manufacturers. Manage decision making on costing and profits.

**ENGINEERING**- Trading Company (friction materials) and metal fabrication specialized in

Ajman, UAE rebuilding heavy duty clutches and break bonding.

**Sales Engineer**, Jan.2007-Sept. 2007

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-Franchise- KFC, Pizza Hut, TGIF, Chicken Tikka, Krispy Kreme

Dubai, UAE

**Supervisor**, Oct. 2004- Dec 2007 Americana Group

**Trading -** Distribution company for PEPSI Products

Bataan, Philippines

**Territory Sales Consultant-** Aug. 2002- Sept 2004

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**Consumers Enterprises**- Distributor of electrical devices (voltage regulator, a/c protector,

Philippines UPS, power factor corrector), Hydraulic oil, lubricants, additives and

Grease for automotive and industrial.

**Sales Engineer**- March 1999- Apr 2001

**Territory Manager**, Apr 2001 – July 2002

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**National Life Insurance-** Feb. 1999- Apr 2001

**Free Lancer Sales Consultant**

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**EDUCATION**

|  |  |  |
| --- | --- | --- |
| BS Mechanical Engineer(3rdyr) | University of Manila-Phil | ’94-‘96 |
| BSComScie(2ndyr) | Microcity Computer Institute- Phil | ’98-‘00 |

Secondary Education Jose Rizal Institute-Phil. ’90-94

Primary Education Bagac Elem. School-Phil ’84-90

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**Personal Information**

Birth date: March 22, 1977 Age: 38

Status: Married Height: 5’8’

Citizenship: Filipino Visa Status: Visit

**First Name of Application CV No:** **1705836**

Whatsapp Mobile: +971504753686

