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| **Middle Level Assignments**A result-oriented professional with expertise in **Sales**, targeting challenging assignments with an organization of high repute in **Engineering industry**  **Location Preference:** **Gulf countries** | | |
|  | | |
| core24x24icons Core Competencies |  | knowledge24x24icons Profile Summary |
| |  | | --- | | Power Generation & HVAC | |  | | Competitor Analysis | |  | | Business Expansion | |  | | Sales Strategy & Support | |  | | Techno-commercial Negotiations | |  | | Industrial Sales & Rentals | |  | | Key Account Management | |  | | Client Relationship Management | |  | | Liaison & coordination | |  | | * A competent Mechanical Engineer with over **6 years** of experience in achieving **sales volume & business growth** in mid-sized as well as large established organizations * Presently associated with **Rental Solutions & Services L.L.C, Dubai, UAE as Sales Engineer** * Expertise in successfully ramping up business assignments, while working in close coordination with clients and ensuring effective project/product deliverables * Proficient in providing a solution based approach to sales that focuses on resolving client’s needs, creating a win-win situation and foundation for increasing the level of client retention * Hands-on experience in charting out sales strategies in order to enhance business volumes & growth while achieving revenue & profitability targets * Efficient organizer, motivator, team player and a decisive leader with the capability to motivate teams to excel and win * Posses a valid UAE Driving License |
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| core24x24icons Soft Skills |  | softskills24x24icons IT Skills |
| softskills-small-green-editable  Communicator  Innovator Thinker    Collaborator Intuitive  Team Player |  | * MS Office: Word, Excel, PowerPoint, Outlook * Operating Systems: Microsoft Windows (XP, Vista, 7, 8, 10) and Mac OS X El Capitan * Programming Languages: HTML and JavaScript * Software: Oracle, Adobe Photoshop, Syrinx * Computer and Internet Applications |
| edu24x24icons Education **Pursuing MBA (Consultancy Management)**  From Work Integrated Learning Program of BITS, Pilani, Rajasthan  **2010: B.Tech. (Mechanical Engineering)** from Rajasthan Institute of Engineering & Technology, with 62%  **2006: Diploma in Mechanical Engineering** from Dibrugarh Polytechnic with 69.7% | **ExxonMobil/ Shree Trading Corporation, Jaipur** | career24x24icons Career Timeline  timeline-green-4blocks  **Jul’11 – Jan’15**  **Jan’15 – Dec’15**  **Since Jan’16**  **Rental Solutions Services, Dubai**  **Manlift Power**  **L.L.C, Dubai**  **Dortmund & Hubbard L.L.C, Dubai**  **Sep’10 – May’11** |

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| exp24x24icons Work Experience  **Since Jan’16**  **images**  Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\Training-Attended24x24icons.png Trainings  Oil & Gas Production Training  Lubrication Fundamentals Training  Technical Product and Application Training  Equipment/Component Lubrication Methods Training  Case Constructional Equipment Training  Scania Trucks and Buses: Training on Various Services and Troubleshooting  exp24x24iconsPrevious Experience  **Jan’15 – Dec’15**  **manlift**  **Jul’11 – Jan’15**  dh-crop  **Sep’10 – May’11**  logo  Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\itskills24x24icons.png Academic Projects  Internship  [https://encrypted-tbn0.gstatic.com/images?q=tbn:ANd9GcQh5Rs7uFR6K_qoklrSnDUnvObK7LmGAD8HsHODM5OtDd91drp8Y6iA6-I](http://www.google.co.in/url?url=http://www.srdtu.in/achievements.php&rct=j&frm=1&q=&esrc=s&sa=U&ei=OK-3VNCzH8yXuASHqoFo&ved=0CCMQ9QEwBw&usg=AFQjCNFGtPINVs0J7gPGJJ3viDt63YHL3A)Academic Achievements  personaldetails24x24icons Personal Details | **Rental Solutions Services, Dubai as Sales Engineer**  **Role:**   * Delivering the annual sales revenue and profit for Temporary Cooling and Temporary Power in allocated sales territory * Managing the Key Accounts for the temporary cooling and power solutions for assigned territory * Developing new accounts in Construction, MEP, Facility Management, Oil & Gas and Industrial segments by proposing feasible temporary cooling and power solutions * Maintaining weekly call reports & updating ERP while working in close coordination with the regional operations and finance department * Creating reports for tracking lead conversion at every step of the sales funnel * Defining all group information requirements, marketing information system and sales support framework * Implementing competitive and market intelligence capabilities through systematic and objective analysis of relevant information, relating to target markets, competitor and economic environments * Streamlining sales operations support functions including market research, technical marketing, sales engineering and contracts management for enabling quicker decision making * Gathering, analyzing and anticipating customer needs and market developments opportunities * Building and maintaining strong relationships with current and potential customers & partners * Implementing company initiatives and accordingly adhering to the Corporate Governance Policy * Participating in the professionalization and structuring of the equipment rental process, including CRM System and Key Account Management tools * Following up with the payments and debtors along with co-ordination with Credit Control Department   **Highlights:**   * Developed, implemented and managed regional marketing strategies and plans for Abu Dhabi * Planned to prospect Industrial sectors in first 3 Months and closed some potential deals.     **Manlift Power L.L.C, Dubai as Rentals Specialist**  **Highlights:**   * Identified and closed large key accounts such as Drydocks World, Dubai, Emirates Global Aluminum etc. * Contributed 30% growth of the rental revenue from 3rd month onwards * Developed, implemented and managed regional marketing strategies and plans for Abu Dhabi * Effectively managed new business as well as the Key Accounts.   **Dortmund & Hubbard L.L.C, Dubai as Sales Engineer**  **Highlights:**   * Received appreciation from the customers for speedy resolution of their queries and on time supply of the equipment to them * Success in achieving speedy growth rate and acquirement of new valuable customers * Developed Template for Quotation with all the terms and conditions to protect the Rental Equipment and Corporate Governance Policy * Developed Marketing tools to demonstrate D&H Product and solutions to the Client.     **ExxonMobil/ Shree Trading Corporation, Jaipur as Distributors Lube Engineer**  **Highlights:**   * Successful in describing the technical characteristics and benefits of Grease of ExxonMobil and proved the benefit of the customers from its usage, at Grasim Cements, Kotputli Rajasthan, A.C.C Cement Rajasthan * Worked in figuring out an acute sludge formation problem in a critical gear box at Ambuja Cements, Rajasthan * **B.Tech. (Mechanical Engineering) Project:**   Title: Power Generation by using Shock Absorber   * **Diploma (Mechanical Engineering) Project:**   Title: Fabrication and Assembly of Rotary Lawn Mower   * **Organization:** Oil and Natural Gas Corporation Ltd., Assam Asset, Sivasagar   **Title:** Industrial Training on various Sections of O.N.G.C  **Period:** May’09 – Jun’09  **Description:** Conducted a detailed study and observed entire production, repairing and overhauling process in context of Drilling Services, Well Services, Central Workshop & Auto Workshop  **Bagged:**   * 1st prize in Web Site Designing Competition organized by R.I.E.T Jaipur in their National Level Tech Fest in 2009 * 3rd prize in both Poster Making and Slogan Writing Competition organized by E-week India of NEN in Entrepreneurship Week on the topic - Go Green in 2008 * 1st prize in Technical Quiz in the event of Engineers Day at R.I.E.T, Jaipur in 2008 * **Date of Birth:** 21st January 1984 * **Languages Known:** English and Hindi |

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