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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** |
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| core24x24icons Core Competencies |  | knowledge24x24icons Profile Summary |
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| Power Generation & HVAC |
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|  Competitor Analysis  |
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|  Business Expansion |
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|  Sales Strategy & Support |
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|  Techno-commercial Negotiations |
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|  Industrial Sales & Rentals |
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|  Key Account Management |
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|  Client Relationship Management |
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|  Liaison & coordination |
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 | * 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-editableCommunicatorInnovator Thinker Collaborator IntuitiveTeam 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
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| 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 Timelinetimeline-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 TrainingsOil & Gas Production TrainingLubrication Fundamentals TrainingTechnical Product and Application TrainingEquipment/Component Lubrication Methods TrainingCase Constructional Equipment TrainingScania Trucks and Buses: Training on Various Services and Troubleshootingexp24x24iconsPrevious Experience**Jan’15 – Dec’15****manlift****Jul’11 – Jan’15**dh-crop**Sep’10 – May’11**logoZ:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\itskills24x24icons.png Academic Projects Internshiphttps://encrypted-tbn0.gstatic.com/images?q=tbn:ANd9GcQh5Rs7uFR6K_qoklrSnDUnvObK7LmGAD8HsHODM5OtDd91drp8Y6iA6-IAcademic Achievementspersonaldetails24x24icons 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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