25 July 2016

Dear Hiring Manager,

This letter is to express my interest in discussing a possible Sr. Technical Sales Engineer position in your prestigious company.

I believe that my vast and solid experience in pump industry along with my good educational background in BS Mechanical Engineering makes me a competitive candidate for this position.

The key strengths that I possess for success in this position are as follows:

* Provide exceptional contributions in leadership, marketing, technical evaluation, estimation, procurement, after sales services related issues and office administration.
* Strive for continued excellence.
* Strong communication skills.
* Resourceful and eager to learn new things.

You will find me as a self-starter, dedicated, loyal, energetic and personable; the type of person whom you can rely on.

Attached with this letter is my resume for your reference and perusal.

I hope that you'll find my experience, education, capabilities and interests intriguing enough to warrant a face-to-face meeting, as I am confident that I could provide value to you and your clients as a member of your team.

JULIUS [JULIUS.298076@2freemail.com](mailto:JULIUS.298076@2freemail.com)

Mechanical Engineer

CAREER OBJECTIVE

To work with a progressive company that promotes career growth, financial stability and continuous knowledge development towards modern technological advancement.

PROFESSIONAL QUALIFICATIONS

* 18 years of extensive experience in the field of Commercial Marketing & Technical Engineering of Centrifugal Water Pumps for fresh water and sea water applications on both Commercial Building and Industrial Water Services.
* Resourceful and an experienced organizer who had successfully handled leadership roles in Marketing Department.
* Capable to adapt quickly on new ideas, methods and environment along with a proven track record of achieving business success through competent organized planning.
* Plan my work and enjoy working within strict time constrains and utilized my vast experience in decision making.
* Good team player and an enthusiastic motivator with effective business and technical communication skills.
* Confident and poised in interaction with individuals at any level.
* Computer literate in Windows OS and office applications like Microsoft Word & Excel.

MAJOR ACHIEVEMENT

● Top Sales Engineer from 2001 to 2005 with an annual average sales increase of 20%

EMPLOYMENT PROFILE IN UNITED ARAB EMIRATES

August 2014 to June 2016

Company Name: AL AWTAAN TRDG. ENTERPRISES LLC.

Business Profile: Exclusive Distributor in Dubai of EBARA Domestic Pumps Designation: SALES ENGINEER cum SR. APPLICATION ENGINEER

(Commercial Bldg. & Industrial Water Services)

Job Description:

* Providing product knowledge, pre-sales technical assistance and product education.
* Persuading clients that our product & services best satisfies their needs in terms of quality, price and delivery.
* Meeting annual sales target based from assigned inactive clients.
* Sourcing for new clients that might benefit the company.
* Reporting directly all sales activities to General Manager, including submission of monthly pipeline report and order forecast.
* Providing after sales support service.

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* Organizing product training schedule of clients.
* Supporting marketing activities by attending trade shows, conferences and other marketing events as directed.
* Working closely with our Procurement, Productions, Logistics & Service Dept. along with designated contact persons on EBARA Middle East to achieve better pricing, accurate manufacturing period and enhance technical knowledge.
* Trained and assist application engineers in evaluating, estimating & making necessary techno-commercial offers on inquiries received from clients.
* Trained and assist application engineers in preparing Compliance Statements, Technical Submittals and other related documents necessary to secure consultants’ approval.

June 2013 to July 2014

Company Name: SELF EMPLOYED / ENTREPRENEUR

Business Profile: Buy and Sell

June 2012 to May 2013

Company Name: FLUTECH LLC. - Company closed. Business Profile: UAE Agent for AURORA Fire Fighting Pumps Designation: TECHNICAL SALES ENGINEER

(Commercial Bldg., Industrial, Municipal & Marine Water Services)

Job Description:

* Providing product knowledge, pre-sales technical assistance and product education.
* Persuading clients that our product & services best satisfies their needs in terms of quality, price and delivery.
* Meeting annual sales target based from assigned active and inactive clients.
* Sourcing for new clients that might benefit the company.
* Evaluating, estimating and making necessary techno-commercial offers on inquiries received from clients.
* Preparing Compliance Statements, Technical Submittals and other related documents necessary to secure consultants’ approval.
* Reporting directly all sales activities to Operations Director, including submission of monthly pipeline report and order forecast.
* Providing after sales support service.
* Organizing product training schedule of clients.
* Supporting marketing activities by attending trade shows, conferences and other marketing events as directed.
* Working closely with our Procurement, Logistics & Service Dept. along with designated contact persons on FAIRBANKS MORSE pump factory to monitor delivery backlog on existing orders.
* Conducting the delivery inspection for all equipment delivered by factory in accordance to the Packing List vs. the details on issued LPO.

May 2010 to May 2012

Company Name: GRUNDFOS GULF DISTRIBUTION FZE

Business Profile: One of the biggest centrifugal pump manufacturer in the world. Designation: APPLICATION ENGINEER (Commercial Building Services) Job Description:

* Reporting directly to the Application Engineering Manager.
* Working closely with our Engineering, Procurement & Logistics Dept. along with the

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Designation: Job Description:

Company Name: Business Profile:

Designated contact persons at DENMARK Head Offc, to achieve better pricing, accu-rate manufacturing period and enhance technical knowledge.

* 1st 6mos. - Evaluating, estimating & making necessary techno-commercial offers on inquiries sent by Qatar branch offc.
* 2nd 6mos. - Evaluating, estimating & making necessary techno-commercial offers on inquiries sent by Oman, Bahrain and Kuwait branch offices.
* 3rd 6mos. - Evaluating, estimating & making necessary techno-commercial offers on inquiries sent by UAE based projects.
* Last 6mos. - Evaluating, estimating & making necessary techno-commercial offers on inquiries sent by UAE based OEM's.
* Preparing Compliance Statements, Technical Submittals and other related documents necessary to secure consultants’ approval.

September 2008 to May 2010

Company Name: HYDROLINK FZE now known as GATES ENG'G. & SERVICES

Business Profile: An OEM in GCC assembling Diesel Engine Driven High Pressure Piston Pump Sets for Marine Water Services.

Designation: INTERNAL SALES SUPPORT ENGINEER

Job Description:

* Reporting directly to Sales Manager.
* Evaluating, estimating and making necessary quotations on inquiries made by our branch offices in KSA, Oman, Bahrain, Kuwait and Qatar.
* Working closely with our Engineering & Procurement Dept. along with the designated contact persons on both KAMAT and PRATISSOLI pump factories to enhance technical understanding of the products.

EMPLOYMENT PROFILE IN THE PHILIPPINES

May 2006 to August 2008

PHILMAN COMMERCIAL INC. (Manila, Philippines)

Exclusive Philippine Agent for AURORA, DP, GOULDS and TSURUMI Fire Fighting, Domestic, Sanitary & Industrial Pumps from 2002 up to present. PRODUCT MANAGER (AURORA & DP Pumps)

* Providing product knowledge, pre-sales technical assistance and product education.
* Persuading clients how our products and services best satisfy their needs in terms of quality, price & delivery.
* Meeting my division annual sales target by leading, managing and monitoring Sales Engineers performance, working under my supervision.
* Closing complicated deals which Sales Engineers finds difficult to handle.
* Working closely with our Procurement, Production, Logistics & Service Dept. along with the designated contact persons on both AURORA and DP pump factories, to achieve better pricing, enhance technical knowledge and monitor delivery backlog on existing orders.
* Evaluating and estimating all pump costings subject for importation.
* Preparing monthly pipeline report and order forecast to AURORA pumps.
* Facilitating the principal's representative itinerary during business visit.

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January 1998 to May 2006

Company Name: PUMP EQUIP & SYSTEMS LTD. CO. (Pasig City, Philippines)

Business Profile: Exclusive Philippine Distributor for FAIRBANKS MORSE Fire Fighting & Industrial Pumps from 2001 up to present.

Designation: JUNIOR SALES MANAGER

Joined as Sales Engr. in January 1998 and was promoted to Jr. Sales Mngr. in January 2002

Job Description:

* Providing technical presentations and demonstrating how our products and services best satisfy the clients’ needs in terms of quality, price & delivery.
* Sourcing for new clients that might benefit the company.
* Working closely with our Procurement, Logistics & Service Dept. along with designated contact persons on FAIRBANKS MORSE pump factory to enhance technical knowledge and monitor delivery backlog on existing orders.
* Evaluating and estimating all pump costings subject for importation.
* Preparing monthly order forecast to FAIRBANKS MORSE pumps.
* Meeting annual sales target and reporting directly all sales activities to General Mngr., including submission of monthly pipeline report and order forecast.
* Providing after sales support service.
* Attending testing & commissioning schemes performed by our factory trained technicians on each of my project.
* Organizing product training schedule of clients.
* Supporting marketing activities by attending trade shows, conferences and other marketing events as directed.

EDUCATIONAL ATTAINMENT

Graduated on September 1997

Bachelor of Science in Mechanical Engineering

Technological Institute of the Philippines

Quezon City, Philippines

LINGUISTIC ABILITIES

To Speak, Read & Write: English and Tagalog

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| --- | --- | --- | --- |
| PERSONAL DETAILS |  |  |  |
| Nationality | : Filipino | Sex / Status | : Male / Married |
| Height / Weight | : 67 in. / 75 kg. | Age / Birth Date | : 42 yrs / 26 July 1974 |
| CHARACTER REFERENCE |  |  |  |

Available upon request.