# **Personal SUMMARY**

A dynamic and energetic individual who is polished and professional in both appearance, personal interaction, and all communications. I have ability to combine technical knowledge with sales skills to act as a primary contact for product demonstrations, client needs assessments and the development of technical specifications. I was a long track record of not only promoting the sales, testing and repair of her products, but also in helping in the design of custom-made products. Possessing superb communication skills means that capable of simplifying and communicating complex concepts to a non-technical audience. Right now, I am looking for a suitable position with a company that is well established and outperforming the market.

**ARUN**

**arun.336892@2freemail.com**  **B.E & MBA**

# **Experience**

## 

## QATAR REINFORCEMENT COMPANY W.L.L

## **SALES ENGINEER | 2014 – Till Date**

Responsible for selling the company’s products, responding to clients' queries, and providing advice and support on a range of product related issues.

Duties;

* Demonstrating how a product meets a client’s needs.
* Working with existing customers to help them get the most out of the products they have bought.
* Providing sales support during virtual and onsite client meetings.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Identifying the customer's current and future requirements.
* Identifying client requirements.
* Reviewing customer drawings, plans and other documents to prepare detailed technical proposal for them.
* Preparing reports for head office and senior managers.
* Offering after-sales support services.
* Conveying solution benefits to both business and technical audiences.
* Demonstrating products, services and solutions to potential clients.
* Preparing and presenting potential cost benefit analysis to potential clients.
* Delivering presentations and demos to audiences.
* Conveying customer technical requirements to the Internal Engineering teams.
* Maintaining existing, long-term relationships with customers.
* Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
* Travelling to visit potential clients.
* Negotiating tender, contract terms and conditions.
* Maintaining professional working contact with key suppliers and third parties.



# **EDUCATION**

## **BACHELOR OF MECHANICAL ENGINEERING**

## |2008-2012 |

## VINAYAKA MISSIONS UNIVERSITY

## **MASTER OF BUSINESS ADMINISTRATION**

## |2012-2014|

## MAHATMA GANDHI UNIVERSITY

# **KEY SKILLS AND COMPETENCIE**

## Sales

## Experience of a Sale Engineer’s role in the technology industry.

## Solving complex technical problems in a systematic way.

## Prepare and deliver executive level presentations.

## Strong consulting and needs assessment skills.

## Strong time, project management and multi-tasking skills.

## Ability to conceptually adapt technologies to fit various ideas.

## Personal

## Strong written and verbal communication skills.

* Quick learner
* Technical Competency
* Work Ethic
* Flexibility
* Problem Solving

Technical

* MS Office Suite
* Focus (DBMS)
* Armaor (Rebar Detailing Software)
* Auto CAD (Mechanical & Civil)