

AMEER

AMEER.337261@2freemail.com

**SALES & MARKETING WITH 8 YEARS EXPERIENCE INDUSTRIAL & CONSTRUCTION Projects and products sales**

*8 Years UAE experience as Sales and marketing specialized in coating industry with proven track record of selling and marketing industrial and coating equipment’s with back end and front end sales Operations, Excellent presentation, negotiation, follow up and closing skills. Available for travel*

* **Regional, international corporate sales and business development**
* **Experienced in sales and marketing protective coating industry in UAE**
* **Close contact with oil and gas construction, steel fabrication, infrastructure and industrial manufacturing clients in UAE**
* **Corporate sales accounts management and credit collection**
* **Sales and analysis and reporting**
* **Good command over English, Hindi, thamil , Malayalam**
* **Strong customer service and follow-up**
* **PC skill MS Word excel, power point**
* **Valid UAE Driving License**

Professional experiences:

**M/s Berg Engineering Dubai. (Corrosion & protection services)**

**Sales and Marketing executive ( Since Dec 2013 –Sep 2016)**

**Duties responsibility:**

* **Sales and Marketing of protective coating services to industrial and oil field construction companies in sharjha, dubai.**
* **Making proposal, methods of statement and other prequalification documents for protective coating projects**
* **Coordination with paint manufactures National hempel , jotun etc for estimation of different projects**
* **Arrange internal and third party inspection like pull of test, salt test and other quality product for their requirement.**
* **Follow up and ensure with production team to complete the projects on or before the estimated time period.**
* **Identify and follow-up new industrial customers by presenting organizational facilities and profiles of the company.**
* **Ensure and follow-up all the payment from the clients**

**M/s Euroblast Middle East. Dubai. (Surface preparation equipments and abrasives supplier)**

**Business development executive (Since Sep 2008 - Nov 2013 )**

* **Sales and marketing of protective coating equipments (Graco/ Elcometer/ Devilbis/Titan,3M,Valves, Heavy duty Hoses and Fittings ,Blasting abrasives and accessories)**
* **Making quote, follow up and arrange delivery to the clients**
* **Creating sales leads by regular follow-up and meeting with corporate clients**
* **Managing and developing sales pipeline of existing and new corporate business**
* **Find out new potential area of business**
* **Arrange meeting with clients and explain product technical to boost existing and new sales**
* **Coordinating with QA and QC Departments for proper RFQ**
* **Preparation of sales monthly reports and other sales MIS**
* **Attending customer’s queries and complaint and resolve on time**
* **Assisting and coordinating with sales and marketing team**
* **Developing and managing dealers and distributors business**

**Majority of client’s base oil and gas marine, infra, structure and coating companies in UAE**

**Professional Qualifications:**

**Graduate in commerce MG University Kerala 2004**

**Diploma in computer Application 2001**

Personal Details:

*Nationality : Indian*

*Visa : Transferable*

*Marital Status : Married*

*Notice Period : Immediate*

*I hereby declared the above information’s are true and correct of best of my knowledge and willing to submit all relevant documents and certificates on request.*