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**Sunil**

[**Sunil.347716@2freemail.com**](mailto:Sunil.347716@2freemail.com)

Highly energetic, passionate and Targets oriented management professional with a passion for customer service, backed with good communication and organizational skills, as well as sound decision-making and problem-making skills .

* 8+years work experience in sales, marketing& project management.
* 2 year Local hands on work experience working at Qatar in Project based sales.
* 1 year + work experience of working in Dubai in Project based sales.
* Generating business leads through proactive scouting leads, generation of new business, taking appointment, giving presentations to explain benefits, solving queries and converting it into a order.
* Expert in the identification, analysis, and resolution of diverse operational issues, continuously maintaining top performance while offering superior programs/services.
* Project Sales planning and development with successful implementation of strategic sales to expand market penetration, and achieve profitable growth for the organization
* Maintain a consistent high level of customer service by developing excellent customer relationships.

**PROFESSIONAL EXPERIENCE**

**Sales manager projects (Paramount lighting trading system) jun2016 – present**

**Dubai, UAE**

**Product : Lighting fixtures , Wiring accessories, Extra low voltage system.**

**Responsibilities:**

* Project Sales planning and development with successful implementation of strategic sales to expand market penetration, and achieve profitable growth for the organization
* Responsible for conducting meetings with CONSULTANTS and offering them superior solutions in context to new projects.
* Adding new products to our existing range of products and getting it approved from the consultants by constant follow ups and regular meetings.
* Responsible for account mapping to build and maintain the relationship with clients.
* Apply consultative selling techniques to achieve sales target and penetration into the account.
* Lead and Manage key strategic relations in enterprise level accounts by regular visits and meetings with the team at project site.
* Responsible for preparing the proposals and price quotations for all projects.
* Responsible for the follow up of projects from design stage to implementation stage.

**Sales account manager (Hurb Trade Qatar) September 2013 – october 2015**

**Doha, QATAR**

**Products:fire alarm systems, lighting fixtures and wiring accessories**

**Responsibilities:**

* Generating opportunities through proactive screening of the market with an active role in project sales process.
* Project Sales planning and development with successful implementation of strategic sales to expand market penetration, and achieve profitable growth for the organization
* Responsible for conducting meetings with CONSULTANTS and offering them superior solutions in context to new projects.
* Responsible for account mapping to build and maintain the relationship with clients.
* Apply consultative selling techniques to achieve sales target and penetration into the account.
* Lead and Manage key strategic relations in enterprise level accounts by regular visits and meetings with the team at project site.
* Responsible for preparing the proposals and price quotations for all projects.
* Responsible for the follow up of projects from design stage to implementation stage.

**Key Accounts Handled:**

**Qatar Petroleum, Qatar Museum Authority,Ansar Gallery,Al Meera Consumer Goods, Waseef(Facility Management Co.),Ezdan Towers,**

**(Major Fit Out Contractor- Blue Print, Pepco Engineering),**

**[Fire Alarm Cos-(Naffco, WataniyaFire Systems, Consolidated Gulf Company, Phoenix,Alpha Fire**

**Global trading engineers March 2010**–**September 2013**

**(Distributors for GRUNFOS PUMPS, ION EXCHANGE(SOFTNERS,R.O, SEWAGE TREATMENT PLANTS)**

**India.**

**Position: team leader sales**

**Duties involved:**

* Focus on achieving and exceeding individual and vendor line sales goals, event sales goals, and department sales goals.
* Worked with the internal team, marketing staff, and other managers to increase sales opportunities and thereby maximize revenue for the organization.
* Maintain a consistent high level of customer service by developing excellent customer relationships.
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* Conduct product training for staff and associates in adjacent areas on an ongoing basis
* Work with the Sales Support Team to familiarize them with any specific products.
* Focus all efforts on providing an exceptional customer experience.
* Effectively communicate with clients via telephone, face-to-face and written communication.

**COSMIC SOLUTIONSNov 2008 – February2010**

**CHANDIGARH, INDIA**

**Position:SALES Executive**

**Duties involved:**

* Sales planning and development with successful implementation of strategic sales to expand market penetration, and achieve profitable growth for the organization

**Education**

* **MBA FROM SIKKIM MANIPAL UNIVERSITY**
* **B.Com from Jammu University.**

**PERSONAL DATA**

D.O.B 08-03-1985

Marital Status Single

Nationality: Indian