SANU

SANU.349078@2freemail.com

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| Personal Profile | An enthusiastic , ambitious and professional individual who has a proven track record of achieving results in highly competitive environments. A true sales professional who is driven to hunt for new business, and is mentally resilient enough to be able to push past rejection to achieve results. Sanu is a talented sales Engineer who can enhance the performance of any business by using his energy, drive and commitment to succeed to build outstanding relationship with customers and drive overall revenue growth. His performance is results driven and as a quick learner he is fast at absorbing new ideas and adapting to changing scenarios. Right now he is looking for a suitable managerial position with a company that is renowned for hiring exceptional people and for giving them unparalleled opportunities to build their careers and capabilities. |
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| Career Objective | To Continue My Career with an organization that will utilize my management, supervision and administrative skills to benefit mutual growth and success.. |
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| Experience | **02-02-2014 –05-03-2017Sales Engineer –Advanced Technical Equipment Company LLC.****Duties and Responsibilities*** Communicating With the Customers
* Attending Telephone Calls
* Preparation of invoices and LPOs
* Preparation of accounts and filing of documents and bills
* Schedule and arrange meetings
* Passing on necessary information to the customers about the product
* Organizing sales visits
* Establishing new business
* Maintaining accurate records
* P.R.O Works and Collection
* Attending trade exhibitions, Conference and Meetings
* Reviewing sales performance
* Negotiating Contracts
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| Education | Master Of Business Administration (MBA) , May 2013Specialization : Marketing and Finance,(Certified by Bharathiar University, Tamil Nadu)Nehru College Of Management* Bachelor Of Business Management (BBM), March 2011

(Certified by Kannur University, Kerala)Sharaf Arts and Science College, Kasaragod, Kerala* Higher Secondary Education , March 2008

(Certified by Higher Secondary Education Board, Kerala)A.V.Smaraka Government Higher Secondary School, Kannur, Kerala |
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| Skills  | **Skills :** * Excellent Interpersonal Skills
* Manage Multiple Concurrent Projects
* Dependable and Responsible Contributor Committed to Excellence and Success.
* Enthusiastic , Knowledge-Hungry learner, eager to meet challenges and quick in assimilating new concepts.
* Able to solve problems and organization skills
* Negotiation Skills
* Leadership, results oriented and goals achiever
* IT Skills
* Established good working relationships with customers / Clients
* Utilize modern teaching methods such as E-learning and team learning
* Developed and implemented indirect leading program, which filled a need as identified by customer feed back.
* Able to forge high performing working relationships with sales colleagues
* Using market Knowledge to influence decisions regarding customer pricing and sales program
* A Good Experience in Supplying, Making Offers For Oil, Gas And Water Products
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***DECLARATION***

I Here by declare that the above furnished information is true to the best of my belief and knowledge.