**BIJI**

Abudhabi, United Arab Emirates.

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*Seeking position as:*

**SALES ENGINEER**

IT Software Sales Market and Customer service executive

**PERSONAL SUMMARY**

A committed marketing professional with extensive experience in IT sales market and customer executive. Possessing a proven track record of selling technology software products and related services in a defined territory. Having the required background in software sales along with the personable abilities.

**PERSONAL TRAITS**

* Flexibility
* Determination and Persistence
* Ability to Work in Harmony with Co-Workers
* Eager and Willing to Add Knowledge Base and Skills

**ACADEMIC QUALIFICATIONS**

* Bachelor of Engineering in **Information Technology** from Anna University, Chennai in the year of 2012 securing 75% of marks.
* Higher secondary (10,+2) from ABC Matriculation School in 2008 with 70% of marks.

**CAREER HISTORY**

**MTAB Technology Centre Pvt Ltd., Chennai**

IT Sales Executive : May 2014

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

Duties:

* Identifying and making contact with new prospective clients.
* Highlighting the benefits of the companies software products and services.
* Arranging for software demonstrations for customers.
* Negotiating commercial and license agreements with clients.
* Developing sales within both existing and new business accounts.
* Once a sale has been made then advising clients on IT implementation and training.
* Giving sales presentations to customers.

**KEY SKILLS AND COMPETENCIES**

* 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.
* Open to new ideas and procedures.

**SOFTWARE PROFICIENCY**

* MS Office Working Knowledge
* Operating system - Windows 7,Windows 8, XP & Vista

**PERSONAL DETAILS**

**Name : Biji**

**Nationality : Indian**

**Age & Date of birth : 26 Years, 28/11/1989**

**Marital status : Married**

**Linguistic Proficiency : English, Hindi, Malayalam, Tamil**

**Reference : Available upon request.**

 **Biji**