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| **Jerald**  **Senior Sales Engineer**  **E-mail:** [Jerald.373628@2freemail.com](mailto:Jerald.373628@2freemail.com)  UAE. | **\\ADMIN-PC\Busines Folders New\Cv's for Oct\CVs To Make\jerald\1921379743.jpg** |
| **Career Objective** | | |

To play an instrumental role in a progressive organization that gives me the scope to apply my knowledge and best of my skills in the area of Mechanical Engineering and constantly implementing the marketing & sales promotional strategies. I want to achieve zenith of glory and success through consistent hard work, sincerity and dedication.

My strength lies in analyzing the customer requirements, functional specifications and mapping the same to technical design and implementation. I am accountable for achieving targets, leading & motivating the sales force, achieving the width of distribution, conducting displays, building and generating sales volume for any project.

Conversant with quality procedures, while executing the projects and possess good communication and interpersonal skills.

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| **Present & Past Experience Summary** |

**Having 1+ year of experience in the diversified field of Senior Sales Engineering Danem Engineering**

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| **Career Review Functional Experience** | | | |
| **Organization** | **Role** | **Duration** |
| Danem Engineering, Qatar | Senior Sales Engineer– Industrial Equipments& HVAC Accessories, fire fightingequipments. | April 2016 To Sep 2017 |

**Roles & Responsibilities (Senior Sales Engineer):**

* 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 in order 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.

**Having 3 year of experience in the diversified field of Sales Engineering.ORYX Engineering Solution**

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| **Career Review Functional Experience** | | | |
| **Organization** | **Role** | **Duration** |
| ORYX Engineering Solution RasLaffan, Qatar | Service Sales Engineer– Oil & Gas, Petrochemical, Marine. | June 2013 To April 2016 |

**Roles & Responsibilities (Service Sales):**

* Develop through effective networking and market intelligence an effective understanding of the opportunities available in oil, gas, refining, petrochemicals, steel and utility sectors of the State of Qatar and the GCC.
* Create a clearly defined business to business sales strategy including the development and implementation of winning customer strategies to target and achieve a high level of success in developing sales revenue.
* Build influencing consultative relationships with existing and new target clients in which the delivery of value added services and products is at the core of developing long term trusted advisory relationships.
* Utilize technical skills and an extensive knowledge of the products including the design, components, capabilities and functions to demonstrate to clients a product(s) suitability to satisfy their need requirements.
* Ensure complete customer satisfaction by professionally administering all existing client accounts by promptly and accurately processing orders, new enquiries, quotations and resolution of any outstanding issues.
* Attract new client accounts by managing and interpreting their requirements and close the sale by providing a product or service that exceeds their expectation in terms of customer service, quality, price and delivery.
* Liaise closely with other members of the sales team in the collation, interpretation, analysis and sharing of market intelligence and competitor activity to identify new technologies and new opportunities.
* Administering client accounts, call logs, journey plan, cost analysis and sales reports on a weekly and monthly basis to ensure that all sales activities are coordinated and to ensure all sales targets are exceeded.

**Having 3+years of experience in the diversified field of Sales Engineering WithTrouvay&Cauvin Gulf Division**

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| **Career Review Functional Experience** | | | |
| **Organization** | **Role** | **Duration** |
| Trouvay&Cauvin Gulf Doha, Qatar | Sales Engineer– Valves, fittings, (Oil & Gas Division) | January 2010 To June 2013 |

**Roles & Responsibilities (Product Sales):**

* Collecting data from the market for the different new projects coming up and follow up with the main contractor for the specifications of the project and follow up with the consultant to get it specified in the venders list.
* Identification of right supplier or sub-contractor by analyzing their potential resources and quality standards through vendor qualifying processes.
* Coordinating with logistic team and to provide them appropriate input for smooth and expedited transit.
* Identification of suppliers and procurement of materials required for added on services from local and overseas market. Guiding the procurement through quote collection, preparing comparatives, price and term negotiation.
* Preparation of Project Progress report by coordinating in between client and supplier.
* Verification of quality and shipping documents. – Proper documentation of the same**.**
* Visiting customers frequently and understand their requirements.
* Approval for Vendor documents and drawings.
* Developing good customer relationships, Conduct Seminars /presentations to promote sales.
* Dealing with various Oil & Gas Products such as Valves (Gate, Globe, Check, Ball & Butterfly), Pipes & Flanges from different manufacturer.
* Promoting the international products into the local market.
* Developing good relationship with the international manufacturer and understand their products.
* Plan systems and procedures to be followed by subordinates.

**Additional Contributions:**

* Gathering and consolidating the requirements from the client.
* Preparation of the Proposed Solution, Functional Analysis and the Detail Design with the interaction among the Subordinates.
* Giving all the support to the client till the completion of the project to get the approvals from the consultants and the mockup if necessary.
* Arranging meetings and seminars to the clients in presence of manufacturer to have the better knowledge about the product.
* Participating in project exhibitions in different countries to know about the market pulse and to improve the range of product of the company for the improvement of the business.

**Having 1+years of experience in the MEP field of Project EngineerWith M/S Khalid Contracting Company, able to define site works related to Fire Fighting works for the new buildings.**

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| **Career Review Functional Experience** | | | |
| **Organization** | **Role** | **Duration** |
| M/S Khalid Contracting Company – Saudi Arabia | Project Engineer | January 2008 To October 2009 |

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| **Education** | | | | | | |
| Examination | Discipline/  Specialization | School/College | Board/ University | Year of Passing | % of Marks |
| B.E | Mechanical Engineering. | Sathyabama Institute of science and technology | Private Sector | May 2007 | 73.00 |
| M.B.A | International Business | Alagappa University | Distance Education | 2012-2014 |  |

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| **Soft Technical Skills** | | |
| Operating Systems | Windows NT, 2000, XP. |
| Microsoft Related (MS-Office), Auto CAD, Pro-E, Catia, Primavera | Ms-WinWord, Ms-Excel, Ms-Power Point, Ms-Access, Ms-Outlook. |

**Personal details:**

Date of Birth: 04th May 1984

Marital Status: Married

Nationality: Indian

Languages known: Hindi, Tamil and Malayalam

Visa status: visit visa