VASEEM

Email: [VASEEM.375669@2freemail.com](mailto:VASEEM.375669@2freemail.com)

Career Objective:

Senior Sales position in Sales and Marketing wherein education, experience and skills can be efficiently utilized to increase the sales volume and profitability of the firm. Build a strong distribution network for achieving greater market development by fulfilling the following underlying functions.

Professional Experience: 6 Years

Company Profile: Supertechnical LLC Dubai(April 2015-present)

Job Profile: Product Specialist.

• Responsibilities of the role include, but are not limited to:

• Manage a portfolio of key accounts in the UAE territory and as well as Other GCC countries for the Oil & Gas industry , Marine,Water Sector & power plants..etc.

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Lead sales and new business development activities for the Measuring Instruments like Parker IPD products, Autoclave, instrumentation Tubings, Temperature gauges Flow Measurement product line.

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Product marketing material and deliver technical presentations to prospective new clients

• Highlighting the advantages of our products when compared to the competitors.

• Listing Ongoing and future projects in the territory and working closely with the consultants if approvals of the product required.

• Making Annual Contracts with the customers by providing strong technical and commercial support like best prices &stocking the material on behalf of customer for ease of customers to meet deliveries dates.

• Liaise with the rest of the sales team to target specific accounts and deliver revenue growth

• Keeping always Competitors Information as a key factor to convert quotations to successful orders.

• Follow up for the submitted quotations through phone,email or personal visit to the customer.

• participating in the trade shows like Adipec, Wetex, ...Etc

• Leading Junior sales teams to achieve sales objectives.

• Identifying potential customers in the market

• Conduct market research and analysis

• Identify new market needs and product opportunities

• Comparing products and their substitutes based on a range of criteria.

• Managing the firm’s sales budget and costs – Estimating costs involved.

• Project Experiences: Worked as Instrumentation Sales Engineer (June 2013-2015)-German Gulf Sharjah

Worked as instrumentation Sales Engineer with technical team on project requirements,

• Review clients technical documentation and requirements

• Every day sales visit to the customers and generating sales RFQ\\\'s

• Monthly Visit reports quotations and Orders details reporting to sales manager.

• Prepare the design basis conforming to recommended specifications

• Leveraged impactful executive presentation skills and sales skills.

• Review and act upon the comments of the Client / Certifying body

• Project Experiences: Worked as Mechanical Site engineer for the following projects.(June 2011-2013)-SPML Mumbai

• MBMC STP Projects for Govt. of Maharashtra(India)

▪ The Mira-Bhayandar Municipal Corporation (MBMC) , The scope of project included sewage collection and conveyance system, sewage pumping stations, accepted treatment plants, treated sewage outfalls and other miscellaneous works.

Sewage Treatment Plant (STP) and Outfall is provided with total 120 Km length of collection system, besides 115 MLD of STP capacities (10 nos.) and 5.6 Km length of Outfal

• Bulk Water Supply Improvement project for Hubli-Dharwad city,Karnataka (India)

▪ SPML has constructed 68 MLD water treatment plant, water tanks along with 30 kms of MS Pipeline for the client, Karnataka Urban Water Supply

Academic Qualifications:

Bachelor of Engineering In Mechanical back ground from HMS Institute of Technology of Visveswaraiah Technological University, Belgaum.

Post graduation diploma in Piping Engineering from Suvidya Institute , Mumbai

Additional Skills : Established Network and Contacts in the Oil& Gas industry, Power plants, Marine industry...etc

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PERSONAL INFORMATION:

Name : Vaseem

Date Of Birth : Nov 11 .1988

Nationality : Indian

Marital status : Married

​Visa status​ : Employment Visa

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UAE Driving License : Yes

Languages known : English, Hindi

I DECLARE THAT THE INFORMATION GIVE ABOVE IS TRUE TO THE BEST OF MY KNOWLEDGE.

Date : 16/4/17

Place : Dubai, (VASEEM )