Ambitious & enthusiastic professional achieving consistent results and developing strong working relationships with clients and internal team players; seeking assignments in:

**INTERNATIONAL SALES AND MARKETING . BUSINESS DEVELOPMENT . PROJECT SALES**

Synopsis

* Over 8+ years of cross cultural experience in international sales and marketing, business development & project sales.
* Skilled in developing strong business relationships with customers; Experience in managing large accounts and territories as well as finding and converting prospects to customers.
* Successful track record of leadership & achievement in all assignments; consistently progressed to positions of increasing responsibilities.
* Possess excellent interpersonal, communication & organizational skills.
* **Valid UAE & OMAN Driving License (Own Car - Dubai, UAE)**

Key Strength

* 8+ years of experience in international sales and marketing & Business Development
* 7+ years of experience in Middle East (Dubai & Muscat)
* Following up with 30+ contracting companies in the UAE region
* Experience in "Tender Participation - Technical & Commercial"
* Handled OHL project sales valued at total of $7 million in the sultanate of Oman.

Professional Experience

**Hills & Fort General Trading LLC - Dubai, UAE (June 2016 - Present)**

**[Sr. Sales Engineer]**

**Sales & Marketing and Business Development - Construction related materials, tools, PPE, etc.**

* Handling sales and marketing for the construction related materials, tools, safety related products, etc for the UAE region.
* Handling sales team to cover the market in the UAE region.
* Taking Weekly/Monthly sales report with internal team and discuss with the higher management with the sales strategy plan and the new opportunities.
* Following up with 30+ contracting and construction companies in and around UAE region.
* Regular follow up with customer, Enquiry generation, Timely offer submission, negotiation and order finalization skills.
* New lead generation, building relationship with customer for long term business prospects.

**ROOK Innovative Solutions Private Limited - Hyderabad/Chennai, India (June 2014 - Jan 2016)**

**[Regional Sales Engineer - Infra Projects]**

* Sales & Marketing and business development of optical test equipments in TN & Telangana.
* Tender participation - Technical & Commercial.

**Telecom Project - 4G/LTE (Samsung-Reliance)**

* Responsible for the telecom project - 4G/LTE (Samsung - Reliance)
* Project in detail: Installation of antennas on the telecom towers.
* Region handled - Tamil Nadu & Telangana
* Total Site Installation - 100+ sites successfully installed and commissioned in the TN & Telangana region.
* Project management - Regular meeting with Samsung-Reliance team to resolve day to day issues for timely project completion.
* Payment collection - Timely invoice submission in the online portal, regular follow up with finance team for timely payment.

**Spectral Link Business Solutions LLC - Muscat, Sultanate of Oman (Dec 2008 - May 2014)**

**[Sales Engineer - Infrastructure Products]**

**1.International sales & Marketing:**

***Products Handled:***

***Panel Meters, Transmission Line Towers, Explosion Proof Products & Optical Test Equipments***

* Sales & Marketing and business development of the above mentioned products.
* Represent international companies in the Muscat region.
* Tender participation - Technical & Commercial.
* Regular follow up with customer, Enquiry generation, Timely offer submission.
* Negotiation and order finalization skills.
* Building customer relationships, customer support.
* Payment Collection - Regular follow up with finance team to ensure timely payment.

**2. Project Sales Management:**

* Tender participation - Over headline towers., 132KV & 220KV.
* Independently handled 132KV/220KV tower projects in the sultanate of Oman.
* Prepare weekly/monthly schedule reports and narratives.
* Prepare daily report, safety procedures, etc.
* prepare project submittal and involve in product approval activity.
* Involve in material purchase as per PO/contract.
* Regular meeting with consultant and client to resolve day to day issues for timely project completion.
* Timely invoice submission as per LC terms to obtain payments in time.

Education Qualification (Highest Degree)

**BE - ECE (ELECTRONICS & COMMUNICATION ENGINEERING): 69%**

Vinayaka Mission Engineering College 2004 - 2008

Vinayaka Mission University Salem, Tamil Nadu

Language:

English, Malayalam, Tamil & Hindi

**Place: Yours Truly**

**Date: Venkitaraman**