**Johnson**

(Sales Engineer)

Johnson.380799@2freemail.com

**To be a part of an organization where I can utilize my education and skill to contribute effectively towards the organizational goals and to consistently learn and reform myself to take my career to more challenging positions.**

**18+ year’s experience in variety of companies, 11 Years for Industrial, Pharmaceutical, Water Treatment & Cleaning Chemicals Marketing in Saudi Arabia and the rest in Printing, Packaging, Color Lab & General Trading in**

**India.**

**Experience**

**Sales Engineer**

Star Printing Press, Riyadh, Saudi Arabia (August 2017 – January 2018)

• Managing all activities within the marketing department.

• Developing marketing strategy and plan.

• Ensuring timely delivery.

• Monitor and report on effectiveness of marketing communications.

• Making customer focused decisions.

• Maintain effective internal and external communications.

• Always make sure about the stock availability.

• Sourcing quotation and negotiation.

• Organizing sales visit and establishing new business.

• Maintaining accurate records and reports.

• Aiming to achieve sales goals.

• Build and promote the strong customer relationship and follow-ups.

• Collecting payment on time.

**Sales and Purchase Manager**

Elaines Digital Press, Kerala, India (July 2014 – March 2017)

• Managing all activities within the marketing department.

• Planning and implementing promotional campaigns.

• Developing marketing strategy and plan.

• Coordinating marketing campaigns with sales activities.

• Overseeing the company’s marketing budget.

• Developing guidelines for marketing team.

• Supervising and guiding the marketing team.

• Ensuring timely delivery.

• Monitor and report on effectiveness of marketing communications.

• Working closely with design agencies and assisting with new product

 Launches.

• Making customer focused decisions.

• Maintain effective internal and external communications.

• Always make sure about the stock availability.

• Select good suppliers for the procurement.

• Sourcing quotation and negotiation.

• Prepare price comparison and material quality.

• Arrange payments for the supplier on time.

• Follow-up suppliers for the delivery on time.

**Sales Manager**

Chemical Express Trd. Est., Riyadh, K.S.A (2010 August – 2014 June)

• Developing guidelines for sales team.

• Supervising and guiding the sales team.

• Ensuring timely delivery.

• Setting and analyzing sales targets.

• Achieving growth and hitting sales goals by successfully managing the sales team.

• Build and promote strong customer relationships and follow ups.

• Present sales reports and forecasts to the management team.

• Organizing sales visits and establishing new business.

• Setting weekly meetings with sales team to analyze the marketing feedback.

**Sales Engineer**

Eastern Factory, Riyadh, K.S.A (2003 November – 2010 June)**17- present2014-07 – 2** • Organizing sales visits and establishing new business

• Ensuring timely delivery.

• Maintaining accurate records and reports.

• Aiming to achieve sales goals.

• Build and promote strong customer relationships and follow ups.

• Maintaining regular correspondences with customers.

• Collecting payments on time.

**Sales & Digital Designing**

Photo Plaza Color Lab, Kerala, India (2000 February-2003 September)

• Designing works.

• Indoor & Outdoor Photography.

• Organizing sales visits and establishing new business.

• Ensuring timely delivery.

• Build and promote strong customer relationships and follow ups.

• Maintaining regular correspondences with customers.

• Collecting payments on time.

**Education**

**Albedo Schoolof Business Management**

MBA (Master in Business Administration)

March 2015 – March 2017

**Albedo School of Business Management**

BBA (Bachelor in Business Administration)

March 2013 – March 2015

**Albedo School of Business Management**

BPP (Bachelor Prepratory Programme)

March 2011 – March 2012

**ET&T, Institute, Kochi, Kerala**

Computer Software

February 2002 – October 2002

**St. Mary’s Higher Secondary School, Kerala**

High School (March 1993 – March 1994)

**Skills**

Aggressive Sales Engineer with 18 years experience in Chemical and Printing, Rubber & Spices industry having consistently exceeded sales quota set by management. Experience in selling chemicals for Industrial,

Pharmaceutical, Cleaning, Water Treatment etc.

**Languages**

Malayalam –Native

English - Communicative in writing and in speech

Hindi - Communicative in writing and speech

Arabic - Communicative in speech

**Interests**

Travelling, Photography