

**Adarsh**

Technical Sales Engineer

*Sales & Marketing experience ¦¦ Engineering Experience ¦¦ Msc Mechanical Engineering ¦¦ De Montfort University, United Kingdom*

**Personal Info**

**Email**

[Adars.380825@2freemail.com](mailto:Adars.380825@2freemail.com)

**Strategic & Business Management Skills**

Analytic al skills

Critical thinking

Organizational skills

Team-working skills

Decision-making

Time Management

**Application Package**

Revit MEP

SolidWorks

Auto CAD

MS Excel

MS Word

MS PowerPoint

**Interpersonal Skills**

Communication skills

Problem solving

Listening Skills

Customer relationship management (CRM)

Negotiation

Assertiveness

**Additional Skills**

Technical skills

Multitasking

Product Marketing

Sales Management

Client services skills

Commercial awareness

**Linguistic Capabilities**

English

Hindi

Malayalam

French

**Objective**

To secure a position that is challenging and rewarding on utilizing my technical and sales knowledge and skills. Employ my professional knowledge to enhance my career by making contributions for the organization.

**Personal Profile**

An active and resourceful Mechanical Engineer, with a proven record of handling multiple clients and conflicting priorities simultaneously with high professionalism and accuracy. I like to bring a dynamic and adaptive approach to my work and am looking to be challenged, to grow professionally and improve my possessed skills, to offer high standards of work. I have the capability of working independently and within a team to meet set deadlines.

**Work Experience**

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| Sept 2017 –  April 2018 | ***REBEL Disruptive Building Technologies (Bangalore, India)***  **Sales Technical Support Engineer** |

* Supporting the company Sales Team and ensuring that they have the tools, support and resources needed to set them apart from the competition - providing end to end construction solution for residential housing.
* Tracking sales orders to ensure periodic increase in sales through effective client service.
* Carrying out administrative tasks such as data input, processing information, completing paperwork and filing documents.
* Handling client database, scheduling meetings and documenting minutes of meeting.
* Coordinating client requirements with sales team, architect and technical head for client support.
* Coordination with contracting team for HVAC and plumbing installation work done.
* Produce reports on progress within the department and outline any developed strategies to improve - Participation in Builder’s expo (MYBUILD’17), as part of marketing the company’s technology.

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| May 2017 -  June 2017 | ***Advanced Information Security Solutions (Doha, Qatar)***  **Trainee Engineer** |

* Provided cost effective solutions in quantity take-off of extra low voltage (ELV) systems for tendering of a Police Complex Project. Reading drawings and creation of bill of materials (BOQ) on MS Excel.

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| April 2017 | ***Marketing Executive - Arabian Travel Market (Dubai, UAE) at WTC*** |

* Perform direct marketing and sales activities to generate sales as per the agreed sales and  
  marketing plan.
* Capable of explaining all the information of the products as well as communicating the use of all  
  the products in the most professional and efficient way.
* Understand the principles of marketing and sales including product offer development, features-  
  benefits-solutions selling to set competition apart.
* Worked as a marketing agent for Rainbow Houseboats Travels.
* Cross-marketing of destination tourism.

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| June 2016 –  July 2016 | ***Parsons International Limited (Dubai, UAE)***  **Intern Engineer - Mechanical** |

* Design of Sewage, fire pumps and irrigation pump station and piping as part of Land Development project, namely, Jebel Ali Hills, ICD Warsan, Lagoons, Serena Development, D3 District, Umm Amaraa plots.
* Involved in piping estimation and piping layout.
* Pump stations were designed using MicroStation software, based on live case requirements and limitations.

**Education**

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| Jan 2015 –  May 2016 | ***De Montfort University | Leicester, UK***  **Masters of Science (MSc), Mechanical Engineering**  **MSc Project works:** Modifications were done to the bearings of a wind turbine by replacing with magnets. The performance was tested and compared over a range of wind speeds found in different locations in Leicester, by simulating in Lab experiments using a wind tunnel. |
| July 2010 –  May 2014 | ***Karunya University | Coimbatore, India***  **Bachelors of Technology (B.Tech), Mechanical Engineering**  **B.Tech Project Work**   * With an objective towards clean energy production, a heat versus gas production study was initiated and results of Hydrogen gas production were recorded. * Excelled in Fluid Dynamics taken as an elective. | |
| Till 2010 | **United Arab Emirates**  KG – 12th |

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| Feb –  Mar 2018 | **Certified - Revit MEP Specialist**  ***Inventateq Institute*** |