

**Contact info:**

Email: roshan.382989@2freemail.com

**Key Skills**

* Strong ability to quickly comprehend and explain complex engineering concepts in simple, effective terms.
* Ability to work in concert with team members to build the most effective presentations that blend technical facts with tangible benefits.
* Proven sales skills with an eye for results.
* Coaching skills to help co-workers quickly understand and explain new and emerging technical concepts.
* Strong networker who can reach out to customers and clients to offer support and assistance.
* Industry insider who understands current trends and anticipates change.
* Ability to work in a wide range of software programs that support our business (Excel, PowerPoint/CAD, etc.)

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| **ROSHAN** **3 YEARS OF EXPERIENCE AS A SALES ENGINEER** |
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**Career objective**

To pursue a dynamic and challenging career with an organization of repute that provides me a wide spectrum of experience and exposure and to bring a versatile portfolio of skills at the work place, also to serve the organization with positive attitude and efficiency.

**Professional Profile**

* Have good ability to understand mechanical concepts and processes easily.
* Have good management and leadership experiences
* Used software’s like auto cad 2d, office suit, for different projects.
* Good social experience and local job experiences also easily create relation with people.

**Work experience**

**Sales Engineer**

 **MINAR ISPAT PVT LTD, 2015 June to 2018 February**

* Key Rolls: Create new sales and marketing strategies that target B2B customers and positions companies products as the best solutions for prospective clients. sending acknowledgement to customer for the enquiries. Leasing with existing clients. Providing pre sale and after sale support. Preparing tenders, proposals, and quotations Establish and coordinate the sales procedures, making and executing sales plan, create and find sales target and support company business Build a strong network of client-base and scout for new clients. Meet clients, understand their needs, and develop relationship. Communicate clients' requirement to research and development team. Convince clients about the quality, price, and after sales service .Provide pre-sales and after sales technical assistance to clients. Analyze costs and sales of products and determine manufacturing. Feasibility Coordinate sales projects and meet sales targets Provided demonstration to clients and explained products' benefits, Modified and adjusted products considering client's needs. Performed market survey and determined the market potential for products. Developed strategies and initiated several ideas for manufacturing technological products. Prepared tenders, quotations, and proposals

**Personal treat**

* Creative and logical thinking
* Easily mingle and create relationship with peoples
* Highly curios and passionate in technology
* Organized ,self motivated and willing to learn about new concepts

**Education**

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| **B.Tech**Mechanical Engineering2012-201674%Govt Engineering College Thrissur |

**Co-curricular activities**

## Joint convener of Thrissur motor show 2013

* Organized by GEC Thrissur
* An integral part of mechanical engineering association
* College football and volley ball team member
* Convener of FORZA 2015 intra department football league

**ACHIVEMENT**S

* Successfully contributed to all company sales team product promotions.
* Helped increase profits by devising and recommending a variety of promotions and customer incentives which significantly increased patronage.
* Created a database of 500 prospective customers following extensive and rigorous leads generating activities
* Developed a set of standardized sales proposals to be used in a variety of sales pitches, making it easy for sales representatives to handle prospecting work
* Consistently maintained sales volumes, product mixes and selling prices by keeping current with supply and demand and changing market trends
* Retained the company’s top 15 customers in the wake of strict competition, by devising and presenting them with discount options
* Improved product movement between warehouse and retail outlet, thereby decreasing the weekly movement time from 10 hours to 6 hours.
* Assisted managers in training new hires & aided team members
* Trained a total of 10 sales officers and support staff members within a short time span
* Improved customer services by actively looking out for loopholes in provided services, and reporting them to the supervisor.
* Led a product training session for customers, to update them about new products and their features.

**Personal info**

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| Gender  | :Male |
| Religion  | :Muslim |
| Nationality  | :Indian |
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| Marital status | :Single  |
| Dob  | : 16/08/1993 |
| Languages known  | :English Hindi Malayalam |
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**Declaration**

I hereby declare that all the details furnished here are true