CURRICULUM VITAE



Imran

Email id : imran-397547@gulfjobseeker.com

**Career Objective:**

Wish to work for a reputed company, with a technically experienced staff and to use my technical education knowledge. If I were given a chance to work, I would prove to be honest, hardworking, and sincere and will work as an active member of the company.

**Total Professional Experience: 12+ years**

**AREA OF EXPERTISE**

* 9 years of GCC experience in Lubricant & Automotive Parts.
* Strong Metalinguistic ability to communicate well in English, Arabic, Tamil, Malayalam, Hindi and Urdu.
* Good in business development skills, direct sales, Customer loyalty and relationship building.
* Accustomed to working in fast paced environments with the ability to think quickly and successfully handle difficult clients.
* Excellent interpersonal skills, Ability to work well with others, in both supervisory or support staff roles, commercial acumen and negotiating ability.

**Authorised Dealer For Mazda, Autocolor, Veedol lubricants & Ziebart In UAE.**

**Position Held: Sales Executive – Veedol Lubricants.**

**Duration** **: November 2017 Till Date.**

Nature of Work:

* Sales and marketing of Veedol Lubricants.
* Establish and maintain close relationship with Prospects & existing customers.
* Preparing quotation according to the customer’s enquiry.
* Follow up for the outstanding payments from the customers.
* Coordinating with warehouse personnel for delivery of items for the specific Customers.
* Working in close co-ordination with Marketing team for Veedol Branding & other Promotional activities.
* Understanding the market dynamics & competitor activities and escalating the information to the management with suggestions.
* Preparation of Sales Report

|  |
| --- |
| Page1 |

**Arabian Supply Center WLL.**

**(Member of AL Jaber Group, Qatar)**

**Dealers for Hitachi Construction Equipment’s, Rammer Hydraulic Breakers, ELF lubricants, And deals in aftermarket parts for trucks.**

Position Held: Sales Executive- Parts, Tires, Batteries and Lubricants.

Duration : January 2016 to October 2017

Nature of work:

* Sales and marketing of genuine spare parts for Hitachi heavy equipment, Rammer breakers, Aksa generators, Aftermarket parts for Man and Mercedes trucks, Lukoil lubricants, Sava Goodyear tires, Automotive batteries etc.
* Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and other persons in a position to understand service requirements. Provides product service or equipment technical and engineering information by answering questions and requests.
* Setting up monthly sales, working in teams, maintain customer relationship, coordinating with different departments.
* Maintaining adequate inventory levels, ensuring future parts availability. To maintain contact with customer after purchase to ensure customer satisfaction.
* Reviewing sales figures, costs and stock monthly to ensure budget benchmark is met.

**Saud Bahwan Projects and Equipment’s LLC.**

**(Authorized dealer for Komatsu, Kato, Bomag, Kubato, XCMG, Atlas Capco Sullair, Escorts, Zenith and for various other equipment)**

|  |  |  |
| --- | --- | --- |
| Position Held: Senior Sales Consultant-Parts |  |  |
| Duration | : May 2015 to November 2015 |  |  |
| **Al Omaniya Automobile Marketing LLC.** |  |  |
| **(A division of Saud Bahwan Group, Oman)** |  |  |
| **Suppliers of all kinds of replaceable parts for Trucks, Trailers, Earthmoving** |  |  |
| **Equipment and Servo lubricants.** |  |  |
| **Dealing in major brands like BERCO, ITM, DCF, FP DIESEL, FLEETGUARD,** |  |  |
| **HENGST, SACHS, WABCO, MANN HUMMEL, HELLA, FEBI, GARRET, TRIFA,** |  |  |
| **OSRAM, BPW, GORICA ETC.** |  |  |
| Position Held: Senior Sales Consultant-Parts |  |  |
| Duration | : November 2010 to May 2015. | Page2 |  |
| Nature of Work: |  |
|  |  |

* Marketing of company’s product and services to the identified and prospective clients.
* Strong experience in Heavy Earthmoving Equipment’s Spare Parts.
* Preparing quotations according to the customer’s enquiry.
* Follow up for orders.
* Coordinating with the product team for placing of parts order.
* Maintaining MIS for management reviews.
* Maintain CRM with clients
* Coordinating with warehouse personals for delivery of parts.
* Coordinating with branch staffs for their parts requirements.
* Follow up with the outstanding payment from the customers.
* Filling, Documentation and administrative work.

**Sail Emarate Workshop Tools Trading.**

**Sharjah, UAE.**

**(Authorized dealer for Polyhose India private ltd)**

Position Held: Sales Engineer.

Duration : February 2009 to April 2010.

Nature of Work:

* Marketing of hydraulic hose and industrial hoses.
* Established and maintained close relationship with customers.
* Handling counter customers.
* Preparing quotation according to the customer’s enquiry.
* Follow up with the outstanding payments from the customers.
* Coordinating with workshop personals for delivery of items for the specific Customers.

**Vijai Earthmoving Equipment Private Ltd.**

**Chennai, India**

**(North Tamil Nadu dealer for JCB India Private ltd)**

Position Held: Service Engineer

Duration : April 2004 to June 2008

Nature of Work:

* Servicing and maintenance of Jcb backhoe loaders.
* In charge for maintenance of Jcb loaders for Corporation of Chennai south depot.
* Service Marketing

|  |
| --- |
| Page3 |

**Educational Qualification:**

**First Class Diploma in Automobile Engineering**

|  |  |
| --- | --- |
| **Collage** | **: Hindustan Institute of Engineering and Technology, Chennai** |
| **Year of Passing: 1999 to 2003** |
|  |  |  |
| **Technical Skill:** |  |  |
| Operating Systems | : | MS Word, MS Excel, AS400, Citrix. |
|  |  |  |
| **Personal Profile:** |  |  |
| Date of Birth |  | : 22.03.1983 |
| Sex |  | : Male |  |
| Marital Status |  | : Married |
| Nationality |  | : Indian |
| Languages |  | : English, Hindi, Urdu, Tamil, Malayalam & Arabic |
| Hobbies |  | : Playing Games, Watching TV, Music, Net Surfing. |
| Driving License |  | : Valid UAE, Oman, Qatar and Indian driving license. |

Declaration:

I hereby declare that the above-mentioned information is correct up to my knowledge

(Imran)

|  |
| --- |
| Page4 |