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**Objective:**

Seeking suitable position in a reputed organization, where I can leverage my expertise in technical sales/marketing & business development and add positive value to the organization.

**Professional Summary:**

* **Technical Sales Engineer Online Electronics Ltd – Dubai Nov 2014 – Present**
* **Projects Assistant Interkab - Dubai Apr 2013 – Nov 2014**
* **Sales Engineer Solas Marine Services - Dubai Feb 2011 – Feb 2013**
* **Sales Engineer Chemtrols Samil - India Feb 2007 - Jul 2008**
* **Graduate Engineer Soma Enterprise – India Aug 2006 - Jan 2007**

**Detailed Job Descriptions and Responsibilities:**

* **Online Electronics Ltd – Dubai, Technical Sales Engineer Nov 2014 - Present**

**Responsibilities:**

* Searching for new clients who might benefit from company products or services and maximizing client potential in MENA, Africa, India, FSU and Pakistan.
* Developing long-term relationships with clients, through managing and interpreting their requirements.
* Persuading clients that a product or service best satisfies their needs in terms of quality, price and delivery.
* Negotiating tender and contract terms and conditions to meet both client and company needs.
* Providing pre-sales technical assistance and product education.
* Preparing client quotations and administering client accounts.
* Working on after-sales support services and providing technical back up as required.
* Meeting regular sales targets and coordinating sales projects.
* Supporting marketing activities by attending trade shows, conferences and other marketing events.
* Making technical presentations and demonstrating how a product meets client needs.
* Liaising with other members of the sales team and other technical experts.

**Achievements:**

* I was travelling a lot to India to develop that market and I can proudly say that the company was able to register with major oil and gas operators in India like ONGC and EIL through which the company is receiving a lot of enquires and repeat business.
* Effectively prioritized and organized work-load in a constantly changing environment to meet daily and weekly schedules, be it administration work, estimation or going out to generate business. I also used to go out to site visits where I had the chance to demonstrate the equipment and/or educate about the product and also calibrate the equipment wherever necessary and retain high customer satisfaction.
* Tactfully handling customers to meet their requirement through which the company had regular enquiries and repeat orders from most of my clients.
* **Interkab – Dubai, Projects Assistant Apr 2013 – Nov 2014**

**Responsibilities:**

* Assist in timely and efficient enquiry handling from the client.
* Assisting in managing bids and contracts.
* Liaise and monitoring of manufacturers/suppliers regarding timely manufacture of the required goods within the required timeframes.
* Provide clients with a comprehensive review of the exact current order status.
* Monitoring turnaround time with suppliers to identify and reduce bottlenecks.
* Quality Assurance to ensure supplied goods is as per specifications and standards.
* Prepare all invoicing and other documentation as per contract/purchase order stipulations.
* Oversee logistical support to ensure timely delivery with complete documentation.
* Additionally involved in process improvement, involvement in departmental meeting and other team activities.

**Achievements:**

* Able to source out new and efficient freight forwarders, increasing profit through hard negotiation with suppliers in every order executed in terms of credit terms, discount, expediting deliveries. In this way there was repeated business by recommended quality of service.
* Developed a service orientation by effectively communicating with clients to resolve issues and suggest alternate solutions with improved delivery, cost impact and profit for the company.
* **Solas Marine Services Group – Dubai, Sales Engineer Feb 2011 – Feb 2013**

**Responsibilities:**

* Business Development and Relationship Management – identifying and interpreting customer needs and providing pre-sales technical assistance.
* Calculating client quotations; negotiating tender and contract terms to meet with both client and company needs.
* Coordinating with stores and logistics for material delivery; working as a team with the sales department.
* Offering after-sales support services by administering client accounts and analyzing costs and sales.
* Meeting regular sales targets and preparing reports on a monthly basis.
* Targeting and travelling to visit new clients who might benefit from company products or services.

**Achievements:**

* Able to achieve targets allocated in a short span of time by the virtue of solving customer related problems and increasing the probability of receiving order confirmations.
* Major contribution in bidding enquiries with my inputs through my customer knowledge thereby being successful bidders for majority of clients.
* I was always involved in estimation, execution and logistics personally for my clients; providing an operational sequential system within the company for ease of completing orders hassle free.
* **Chemtrols Samil – India, Sales Engineer Feb 2007 – Jul 2008**

**Responsibilities:**

* Attending, responding and following up of customer queries and obtain feedback to ensure proper services to the client.
* Developing a growing long-term relationship with customers/clients of all levels and relevant departments in order to ensure sales or payment needs in the future.
* Expanding existing customers with effective planning and presentation.
* Regularly visiting clients and achieving monthly targets set by the company.
* Monitoring market activities and updating the management with periodical sales report and a consolidated monthly report.
* Studying market strategies and current affairs/new technologies to increase sales and preparing a follow up list.
* **Soma Enterprise Limited – India, Graduate Engineer Trainee Aug 2006 - Jan 2007**

**Responsibilities:**

* Scheduled, Preventive & Breakdown Maintenance for Heavy earth moving machinery.
* Preparing a maintenance planning sheet for all the machinery to take timely actions.
* Coordinating with a team of junior engineers and mechanics for timely actions to be taken during breakdown.
* To make timely requisitions for the issue of spares by coordinating with service engineers and customer support engineers of TIL Ltd (Caterpillar dealer) and Drillcon Ltd (Ingersoll Rand dealer).
* Preparing a maintenance record sheet of work done and spares used by the company.

**Educational Summary:**

* Masters in Oil & Gas Engineering Robert Gordon University (UK) 2008-2010
* Bachelors in Mechanical Engineering J.N.T.U-India 2002-2006

**Project Profile – Masters degree**

“Flow Assurance in Deep Water Subsea Pipelines” using software called PIPESIM. This project has provided me with through knowledge on the concepts of flow assurance with the implementation of the software; its application and execution.

**Project Profile – Bachelors degree**

Roto-Dynamic Analysis of a Boiler-feed Pump

Organization: Bharat Heavy Electricals Limited- Hyderabad, India.

**Skill Set:**

Operating systems **:** Windows 9X/2000/XP/vista and windows 7

Office Package **:** MS-Word, MS-Excel, MS-Power Point and Open office.

Mechanical software **:** PIPESIM 2008 (multi-phase fluid flow assurance software), AutoCAD 2004, CNC Programming and Machining

**Strengths:**

* Attention to detail, hardworking and dedicated
* Positive and enthusiastic with effective communication
* High motivational level, creative and energetic
* Ability to work under stressful conditions

**Personal Details:**

Date of Birth : 06th April 1985

Valid Passport & Visa : YES

Valid UAE driving license : YES