[238196@gulfjobseekers.com](mailto:238196@gulfjobseekers.com)



**SALES / MECHANICAL ENGINEER**

Proven 4+ Years expertise in sales and engineering

AREAS OF DOMAIN EXPERTISE

## Sales and Marketing Vendor Management



## Client Relationship Management Teambuilding and Leadership



## Business Communication Strategic Planning



## Business Development and sales management Material Management and Inventory Control



KEY ACADEMIC QUALIFICATION

### Bachelors in Engineering (B.E) MECHANICAL (2007-2011)

### Anjuman Engineering College, Bhatkal, Karnataka.

### Affiliated to Visvesvaraya Technological University, Bangalore, India.

PROFESSIONAL EXPERIENCE



Senior Sales Engineer

November 2014 - present

**Duties and Responsibilities:**

* Good knowledge in handling technical inquiries of SS / HDPE pipes, pipe fittings, pumps, valves for the oil and gas, building, power and water sectors.
* Well versed in arranging successful meeting with clients and generating inquiries.
* Responsible for preparation of pre-qualification documents and worked hard in achieving approvals in the oil and gas sector in and out of UAE.
* Preparation and updating of sales reports.
* Finding out new effective clients and widening the business scope.
* Follow up with the existing clients and building up business realtions.
* Preparation of Sales plans and identifying sales possibilites.
* Comprehensive knowledge of post-order procedures as per ISO and ASME Standards.
* Maintaining healthy and mutual business relationships with the clients and meeting sales targets.

**Major Clients handled:**

* Hyundai Heavy Industries, Abu Dhabi.
* Dubai Petroleum, Dubai Municipality.
* Dodsal engineering and construction private limited, Abu Dhabi
* DEWA, FEWA, SEWA.
* Empower Energy Solutions, Dubai.
* Dubai Aluminium.
* National Contracting Co, KSA.



**Senior Sales Engineer**

**November 2013 - October 2014**

**Duties and Responsibilities:**

* Well versed in handling technical inquiries of pipes, pipe fittings and valves for the oil and gas region.
* Experienced in arranging successful meeting with clients and generating inquiries.
* Provide product presentations, leading the negotiation meetings all over UAE.
* Responsible for preparation of pre-qualification documents and worked hard in achieving approvals in the oil and gas sector.
* Preparation and updating of sales reports.
* Following up with the clients for post sales order procedures and also arranging for on-time delivery.

**Major Clients handled:**

* Target Engineering Construction Co. LLC, Abu Dhabi
* Hyundai engineering & construction co. ltd, Abu Dhabi
* Dodsal engineering and construction private limited, Abu Dhabi
* Topaz Energy and Marine Ltd, Abu Dhabi
* Lamprell Energy Ltd, Dubai
* Arcade Star Constructions LLC, Dubai

**GULF SONDEX FZCO, DUBAI, UAE**

*April 2012 – October 2013*

**Sales/ Customer Support Engineer**

**Duties and Responsibilities:**

* Design of Plate Heat Exchangers as per customer requirements and design standards.
* Design and implement sales plans, identify sale possibilities and consistently meet the sales goals as planned.
* Communication and negotiation with clients and customers all over middle-east.
* Preparation of Pre-qualification submittals/ vendor registration procedure and follow-up.
* Responsible for handling customer queries and providing effective solutions to the same.
* Arrange meetings with clients and provide product presentations.
* Preparation of Bill of Materials, Costing sheets, material break-up costs efficiently.
* Comprehensive knowledge of post-order procedures as per ISO and ASME Standards.

**Major Clients handled:**

* EMPOWER ENERGY SOLUTIONS, Dubai, UAE
* TABREED – DISTRICT COOLING , Abu dhabi, UAE
* DRAKE & SCULL INTERNATIONAL , Dubai, UAE
* ETA Abudhabi, UAE

**Femco Filters Private Limited - Bangalore, India**

*September 2011 – March 2012*

**Sales Engineer**

**Major Clients handled:**

* Larsen & Toubro, Bangalore.
* Bharat Earth Movers Limited, Bangalore.
* Hindustan Aeronautics Limited, Bangalore.
* FLSMIDTH Private Limited, Chennai.

**Siegend Technologies India Private Ltd- Coimbatore, India**

*August 2010 – September 2011*

**Sales/Project Engineer.**

**Accomplishments:**

Major Projects handled:

* + Fabrication and working of Water Pumping Windmill - Fabricated a 16 bladed windmill running a piston pump which was able to pump water up to a head of 10m at local wind speed.
  + Welding – Special Purpose Machine- Attended the project assembly of Welding SPM. A well equipped machine used for welding heavier metals.

**Major Clients handled:**

* KSB Pumps Ltd, Covai, India.
* Crompton & greaves Ltd, Chennai, India.

PROFESSIONAL TRAINING

* + - Trained in Auto Cad, Solid Works, and Solid Edge – Design softwares.
    - Well versed with VB, Oracle.
    - Can handle all windows operating systems.
    - Trained in Microsoft Word, Excel, PowerPoint, Outlook, etc.
    - Familiar with internet browsing and social network marketing.

PERSONAL PROFILE

Gender : Male

Date of Birth : 5 May 1988

Marital status : Single

Nationality : Indian

# References available upon request