

**AARON**

**Background : B.E (MECHANICAL) EMAIL:** **aaron.264633@2freemail.com**

**OBJECTIVE**

      To work in challenging & responsible position in a dynamically progressing organization. this will give scope to apply my skills knowledge and to constantly grow with the company. I am eager to contribute my creativity and hard work towards the success of your company and to the growth of the fast developing field.

# **QUALIFICATIONS**

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| **DEGREE/ DIPLOMA** | **YEAR OF PASSING** | **SCHOOL /COLLEGE** | **BOARD /UNIVERSITY** |
| **BE(MECH)** | 2006-2010 | St Joseph Engineering College, Mangalore-28 | Visveswaraya Technological University |
| **2nd PUC**  | 2005-2006 | St Aloysius PU College, Mangalore-3 | Karnataka Pre University Board |
| **SSLC** | 2003-2004 | St Aloysius High school, Mangalore-3 | Karnataka Secondary Education Examination Board |

**PROFESSIONAL SUMMARY**

Highly focused and creative Mechanical Sales engineer with superb records in sales and customer satisfaction. Innovative salesman with a fresh and wholesome approach. Adapt at functioning well independently or as member of a sales team.

###  **EXPERIENCE DETAILS**

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| **Organisation** | **Alfairuz Trading & Contracting Co.LLC (www.alfairuzoman.com)****Authorized dealers of OMAN for*** **HITACHI- excavator & wheel loaders**
* **ASTRA TRUCKS**
* **CIFA-transit mixers**
* **NPK HAMERS**
* **FURUKAWA-rock drills &hammers**
* **SANDVIK – crushers& screeners**
* **SPEKO-asphalt plant**
* **TEREX – cranes, backhoe loader, tower light**
* **GENIE – aerial working platforms**
* **YALE - forklifts**
* **SCHWING STETTER- concrete pumps& cement batching plants**
* **SNOWKEY – chiller plants**
* **OMEGA – fork lifts**
* **ZENITH-block making machine**
* **AMMANN-Road roller**
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| **Designation** | **Sales Engineer - SPARE PARTS** |
| **Duration** | **March 2014 – Till Date** |
| **Responsibilities** |  **SALES,PLANNING&LOGISTICS*** **Researched and communicated with prospective clientele – Gave product presentations to customers and company staff regularly.**
* **Learned client and system needs by working closely with the company sales team and engineers, collaborating promotions and customer support.**
* **Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.**
* **Recommended various improved materials or machinery to customers and clients by showing how these changes and improvements would lower costs and improve performance.**
* **Managing front counter, retail and wholesale business enhancing sales through emails and telephonic conversation with customers, preparing quotation and follow up and competitive price quoting for wholesale customers**
* **Distribution management.**
* **Quality assurance.**
* **Inventory control process.**
* **Transportation/material handling.**
* **Material & resources planning.**
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###  **EXPERIENCE DETAILS**

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| --- | --- |
| **Organisation** | **Aditi Engineering Corporation & Anirudh Engineering Components.*** **Authorized dealers for ATLAS COPCO COMPRESSOR &DEMAG CRANE respectively.**
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| **Designation** | **Sales ,Logistic and Erection Engineer** |
| **Duration** | **April 2013 – March 2014** |
| **Responsibilities** |  **SALES ,LOGISTICS,PLANNING&ERECTION*** **Researched and communicated with prospective clientele – Gave product presentations to customers and company staff regularly.**
* **Learned client and system needs by working closely with the company sales team and engineers, collaborating promotions and customer support.**
* **Designed and implemented sales plans, identified sale possibilities and consistently met the sales goals as planned.**
* **Recommended various improved materials or machinery to customers and clients by showing how these changes and improvements would lower costs and improve performance.**
* **Distribution management.**
* **Quality assurance.**
* **Inventory control process.**
* **Transportation/material handling.**

 **ERECTION** * **Coordination with consultant, main contractor.**
* **Arranging and forecasting of manpower, materials, tools and machinery as per the requirement.**
* **Strict follow up and chase the site staff to complete the project.**
* **Ensuring safety and quality as per company requirements.**
* **Ensuring correct reporting of project and status to top management.**
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**EXPERIENCE DETAILS**

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| --- | --- |
| Organization | **Apex Honda Ltd, Mumbai*** Authorized dealer for Honda, Audi cars, most largest service company, known as Aadya Motor Company .
* Top class servicing facilities, 2 branches in Mumbai.
* Specialized manpower for servicing of Honda and Audi cars

Prompt Service. |
| Designation |  Marketing executive |
| Duration |  March 2012-March 2013 |
| Responsibilities | * **Conducting Service Camps, display events and creating alertness to the customer regarding service of the car.**
* **Continuous follow of highly dissatisfied customer and resolving their concerns regarding the quality of service .**
* **Direct Interaction with the customers and Corporate customers*.***
* **Developing strategies & customized solutions to selected corporate companies.**
* **Explore market opportunity for bulk deals.**
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**TECHNICAL KNOWLEGE**

1. Software: Microsoft Office tools
2. Well versed with Browsing Techniques
3. Designing Software: Solid Edge(v.18), ANSYS 11.0, CNCTRAIN
4. SAP(system ,applications ,products in data processing)

###  **MY STRENGTH & ACHIEVEMENTS**

1. Good team player and ability to lead a team
2. Positive approach

###  **CO-CURRICULAR ACTIVITIES**

 Attended the **INDUSTRIAL TRAINING** at **MANGALORE CHEMICAL FERTILIZER LIMITED.**

 Singing, dancing.

 Interested in sports such as ,cricket ,volleyball ,basketball and Football.

 Active member of AICUF.

**PERSONAL DETAILS**

**GENDER :** Male

**DATE OF BIRTH :** 26th Feb1988

**NATIONALITY :** Indian

**Languages Known :** English, Hindi, Kannada, tulu , Konkani,Marathi&Arabic

**GCC Driving license:**

*I declare that the information given above is true to the best of my knowledge.*

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 (AARON)