

**AARON**

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

### **EXPERIENCE DETAILS**

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| **Organisation** | **Aditi Engineering Corporation & Anirudh Engineering Components.**   * **Authorized dealers for ATLAS COPCO COMPRESSOR &DEMAG CRANE respectively.** |
| **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.** |

**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.** |

**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)