**SYED**

**Sales Engineer**

**Email :-** **syed.270991@2freemail.com**

**Objective: Seeking career growth assignments in Project Management, Product**

 **Management,Sales and Business Development Projects with a**

 **Growth oriented organization**

 **PROFESSIONAL ABRIDGEMENT**

* **Bachelor in Mechanical Engineering** with **2 years** of cross-cultural experience in **Sales and Business development**.
* Deft in experience in Product representation, client coordination, marketing strategies.
* Also has Exposure to core mechanical industrial environment.
* Thorough knowledge of **Pipes, Fittings, Valves flanges and other oil and gas related products**
* Possesses strong communication, people management and analytical skills.

**CORE COMPETENCIES**

**Skills and Expertise:**

* Excellent verbal and written communication skills ability to deal with the people diplomatically.
* Proven in problem solving understanding and **logical skills**
* Thorough computer knowledge, Excellence in **MS word, Excel, Power point presentations & knowledge of AutoCAD.**
* Effective Team Player and able to work independently, and do exhibit **leadership qualities**.
* Excellent communicator with high level of client handling skills,
* Good **team player** with Effective Interpersonal Communication,
* Experts in Computer skills

CAREER CONTOUR

* **Jan14 - Feb 16 (2 year):** As sales Engineer - in Sri comforts & Air products.

 Hyderabad India.

**Role and Responsibilities as Sales Engineer:**

* Lead a team of executives.
* **Planning, organizing & reporting of sales targets.**
* Implementation, Monitoring & networking of clients.
* **Plans, assignment of work**, reviews and evaluation of subordinate staff.
* Assists subordinates to develop.
* To increase the clients base participated in various exhibitions to reach out domestic clients.
* Made regional distributors for the company to increase business across the region.
* Travelled nook and corner of other cities for product promotion as designed according to promotion plan.
* In Institutional Sales, gained contracts of various retail chains and government bodies.

**Roles and responsibilities as Junior sales engineer.**

* Responsible for developing the best sales techniques to achieve sales target.
* Performing the tasks of marketing and selling HVAC equipment as well as provide strategies to expand sales team.
* Obtained knowledge of industrial and commercial heating & air conditioning equipment, energy recovery systems and many air products.

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* Handle responsibilities of visiting customer site to gather requirement and prepare proposals as per the requirement.
* Performed responsibilities of seeking new sales opportunities as well as build strong customer relationships.

**EDUCATION**

* **Bachelor’s degree in Mechanical Engineering.**

**IT SKILL SET**

Software : MS-Office, HAP, AutoCAD2009 & 2014.

Operating Systems : Windows XP, Window 7,

**PERSONAL DETAILS**

Date of Birth : 20th March 1993

Nationality : Indian

Languages Known : English, Hindi, Urdu& Kannada

Visa status : Visit visa

Visa validity : 10/06/2016

Driving Licence : Indian Driving licence