 **SHAKIR**

[**SHAKIR.325079@2freemail.com**](mailto:SHAKIR.325079@2freemail.com)

EXPERIENCED MECHANICAL / SALES ENGINEER

*3+ Years of Exp. In Mechanical Sales & Engineering / Bachelor of Mechanical Engineering*

A Confident and strategic-minded Sales Engineer with proven experience and strong expertise in working on Mechanical Engineering, Technical Sales and Marketing. Extensive experience in sales strategies and cross cultural business environments combined with deep understanding of mechanical goods. Adopt in development of business strategies that clearly define product advantages, sales initiatives, and forecasted performance.

* Able to accurately interpret a customer’s requirements and possess the high level of technical knowledge needed to effectively sell a particular product or service.
* Able to grasp a sales departments big picture requirements and translate them into detail-level specifications.
* Gained extensive experience of sales processes, project delivery and client management.
* Able to provide technical leadership at all stages of the sales cycle, and her ability to submit quotations in a professional manner.
* Possess the right combination of technical knowledge and marketing skills needed to grow sales from existing and new customers.
* Successful background in selling engineering products to businesses and extensive experience within a B2B marketing sales support role.
* Play a key role in the sales process and is widely respected by colleagues for her broad understanding of sales techniques, industry best practices and technology integration.
* Experience in mechanical testing of equipments.

KEY SKILLS & EXPERTISE

Sales and Marketing

Strong Technical Knowledge

Excellent communication

Mechanical Engineering

* Mechanical Engineering
* Sales & Marketing
* Client & Vendor Relations
* Negotiation Skill
* Client Satisfaction

*IT Skills:*

* MS Office Package: Microsoft Word, Excel, Powerpoint
* AutoCAD 2015, Creo 2, CNC Programing
* Computer Hardware and Software Installation
* Team Management
* Good Analytical Skills
* Attention to detail
* Problem Solving
* Presentation Skills
* Trouble Shooting
* Operations Management
* Quality Assurance
* Project Management
* Training & Development

PROFESSIONAL EXPERIENCE

**Senior Sales and Marketing Engineer**

**Ambica Engineers Pvt. Ltd – Hyderabad Jun 2013 – Nov 2016**

Responsibilities:

* Design and implement sales plans, identify re-sale possibilities and meet the sales goals as planned.
* Proactively communicate with clients or business partners on issues and obtain/ present proper service solutions to sales clients.
* Provide customers with both pre-sale & post-sale technical engineering and implementation support.
* Being involved in any sales activity right from the beginning.
* Giving customers advice and support on a wide range of the company's products.
* Ensuring that any order processing is followed through to a timely conclusion.
* Helping account executives to technically qualify new sales opportunities.
* Replying clients’ queries in a professional manner.
* Presenting technical and sales information to small and large audiences.
* Being a technical and sales point of contact for prospective customers.
* Working with existing customers to help them get the most out of the products they have bought.
* Liaising with both current and potential clients to develop existing and new business opportunities.
* Putting together technical instruction for customers in relation to the use, operation and maintenance of purchased products.
* Give the presentation in front of prospect corporate and individual client and solving their all the queries related to product and the company.
* Responsible for increasing the market cover of the company and awareness about the products.
* Taking feedback for our new product and existing product from the clients.

EDUCATION/ TRAINING/ PROJECTS

* **B.Tech – Bachelor of Technology in Mechanical**

– Narsimha Reddy Engineering College, Hyderabad – India – 2013

* **Intermediate (Mathematics, Physics, Chemistry)**

--Narayana Junior College, Hyderabad- India-2009

* **Secondary School Certificate**

– Rosery Convent High School – Hyderabad – 2007

*Training:*

* Implant Training in Central Institute of Tool Design in 2011
* Training on Manufacturing of Turbo Generators.

*Projects:*

* Numerical and Experimental analysis of Compressed Air Engine.
* Study Project on Manufacturing of Turbo Generators.

PERSONAL DETAILS

Age, Marital status: 24, Single

Nationality: INDIA

Languages known: English, Urdu, Hindi and Telugu (Read, Write & Speak)

Visa Status: Visit Visa valid until 29 Feb 2017

DECLARATION

* I bring with me a culture of quality, a very healthy work attitude, and with a fresh zeal & enthusiasm to work, having ability to take up challenges and responsibilities.
* I am confident that my abilities and aptitude of working will produce positive results in the position you will assign. I shall be waiting for your favorable response.

Thank You