**CURRICULUM VITAE**

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ADNAN

Email: [adnan.388351@2freemail.com](mailto:adnan.388351@2freemail.com)

*PROFATIONAL SUMMARY:*

Aspiring for a highly successful career in challenging and competitive environment to seek a challenging position which provides me continuous learning opportunities and contribution towards holistic growth of the organization, to solve the problem in the organization with my strong analytical and logical skills and to render my services successfully.

*Work Experience:*

* Worked as a MECHANICAL SALES ENGINEER at HTL Aircon Pvt. Ltd. Mumbai, India (From May 2015 - Jan 2019).

*Educational Credentials:*

* Bachelor of Technology in Mechanical Engineering completed in 2015 (JNTU- Hyderabad, INDIA)

*Technical Skills:*

***Computer Skills***: MS-Office, Auto CAD.

***Key Skills*** : HVAC system, Plumbing & Drainage system, comprehensive Knowledge in Fire- Fighting system.

*PROJECTS DETAILS:*

* German Consulate Nariman Point 3 Floor, FCU & Hi wall Units Mitsubishi Electric 450 HP VRF System.
* The Sumit & Abbacus Project Chilled water system.
* Ahuja Tower 54 floor all AHU & FCU , 2000 HP Daikin VRV system .
* Garodia International School 7 Floor AHU and Cassette Unit , 600 HP Daikin VRV System.
* Hiranandani Powai Club Plan Ductable Unit 150 HP Daikin VRV.

*JOB RESPONSIBILITY:*

* Ensuring good profit for company while quoting to the customers
* Launching new products in the market by visiting the potential buyers and making presentation and giving them demonstration about the products
* By regular visits to existing and new customers and getting vital information about our competitors
* Preparing Quotations to the customers and follow up for the same to materialize into orders
* Based on the market intelligence forecasting the products which can be stocked and sold. Targeting cash customers
* Ensuring that the customer is satisfied with our products and services and building a healthy working relationship by regularly visiting them
* By keeping track of new upcoming projects and look for potential business in these projects
* Create lead for other division product lines
* Collecting information about competitor products
* Sales & Market Report
* Indicate product lines that can be of good potentials
* Create leads for products / application with all prospect

*Strengths:*

* I am confidence in myself. I have ability to achieve the objective of my definite.
* Good analytical and logical thinking and ability to work in a team.
* Good Communication Skills.
* I am Sincere, Honest, Hardworking and I would like to complete my work. Correct, quick, successfully, insistently in stipulate time.
* I am optimistic and cheerful person and I have always try to find good in everything and I always motivated to give my best effort

*Industry Preferred:*

Construction-MEP, Sales, Manufacturing, Facility management services, PMC, Oil & Gas Industry.

*PERSONAL PROFILE****:***

Date of Birth : 01/07/1993

Gender : Male

Marital Status : Single

Nationality : Indian

Languages Known : English, Hindi, and Urdu.