**Sandeep**

**Email:** **sandeep-396742@gulfjobseeker.com**

**Dubai, UAE.**

**Career Objective**



***Experience and expertise various skills, and thereby attain a position in an organization which gives opportunity to work as a team, and to utilize my strong qualities towards the growth of the organization and myself.***

**Summary**

* **Technical Sales professional with 8 years of experience in Scientific Instrument Industry.**

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* **Extensive relevant experience in Sales, Business Development, Project Sales Coordination and Customer Support.**

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* **Responsible to achieve sales volume maintaining profit margin and continuing customer well-being.**

**Professional Value offered**

* **3+ year’s experience in Sales and Support for lab equipments across GCC Countries** **(Chromatographs, Sample preparation Systems, Hazard detectors etc).**

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* **4+ years experience in sales & Service across India** 

**(General optics & Photonics instruments, lasers, thin films, spectroscopy systems, Test & measurement, vacuum devices, didactic equipment (optics & physics), Nano technology equipments, etc.)**

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* **Direct experience of selling into and supporting service sales and turnkey projects.**

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* **Experience in growing/developing business to keep pace with increased sales volume and demanding customer requirements.**

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 **Extensive experience in creating and managing responses to customer RFQ/RFP requests.**

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* **Coordinating customer service issues promptly to maximize satisfaction and customer wellbeing.**

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* **Experience in product launching, Pre-sales activities such as, regular customer visit, technical discussion, product presentation and Negotiation with End users or Buyers.**

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* **Sourcing and Procuring Laboratory solutions for many ongoing and upcoming Laboratory Projects.**

**Career Details**

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| August 2015 – TILL DATE |
| Designation | : Sales Engineer |
| REGION | : Dubai, UAE. |
| FEB 2011 - June 2015 |  |
| Employer | : Simco Global Technology & Systems Ltd. |
| Designation | : Sales/Support Engineer |
| REGION | : Bangalore, INDIA. |
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**Skills and Strengths**

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| --- | --- | --- | --- |
| **•** | **Excellent Presentation** | **•** | **Organizing** |
| **•** | **Problem Solving** | **•** | **Scientific Background** |
| **•** | **Reasoning and Conveying** | **•** | **Communication** |
| **•** | **Research and Evaluation Skills** | **•** | **Computer Skills** |
| **•** | **Report Writing.** | **•** | **Team Player** |

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| --- | --- | --- | --- |
|  |  | Keeping updated on technological advancements on new products and its applications. |  |
|  |  | Have an updated idea on an end-user’s need from the previous experiences. |  |
|  |  |  |  |
|  | Have good rapport with Buyers & Suppliers. |  |
|  |  |  |
|  |  | Always been a team player and will continue to be. |  |

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|  | **Education** |  |  |  |
|  | **MSc Photonics**(5yr integrated) | Cochin University of Science and Technology, | Apr-2010 |
|  |  |  | INDIA. |  |  |
|  |  |  |  |  |  |
|  | **Personal Details** |  |  |  |
|  | **Date of Birth** |  | **08-04-1987** |  |  |
|  | **Marital Status** |  | **Married** |  |  |
|  | **Nationality** |  | **INDIAN** |  |  |
|  | **Languages** |  | **English, Hindi, Malayalam.** |  |  |
|  | **Holds Dubai Driving License** |  |  |  |

