

ABDUL RASHID K

I am an approachable, motivated and confident Sales Executive with the ability to excel sales targets and make a real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognise the human and emotional aspects of buying and selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.



GET IN TOUCH

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INTERNSHIP

 **ARMSTECH ENGINEERS PRIVATE LIMITED | COCHIN| KERALA**

Mechanical Engineer Trainee

Aug' 19 – Mar' 20

- Perform leadership role and work with the Sales Executives to deliver team targets as agreed with the Sales Manager
- Account Management - working to increase Share of Wallet whilst maintaining strong CRM
- Develop client and consultant relationships to improve customer satisfaction and retention.
- Excellent verbal communication and writing skills, including telephone skills.
- Good at relation-building and demonstrate strong communication skills.
- Excellent communicator with strong prospecting skills.
- Result oriented with excellent planning skills Effective interpersonal skills that can both persuade and influence decision making and strategic thinking.
- Highly effective communication skills (verbal and written) when interacting with both internal and external customers.
- Strong listening, resolution and documentation skills.
- Strong organizational skills with a problem-solving attitude

EXPERTISE IN

MARKETING

SALES PAPER WORK

CROSS SELLING

LEAD GENERATION

ADMINISTRATION

MERCHANDISING

DOCUMENT CONTROLLER

QUALITY INSPECTION



PROJECT

COCONUT TREE CLIMBING AND HARVESTING ROBOT

Project on B.Tech

Duration: 2018 Aug to 2019 May Team Size: 4

Project Outline

It's a Semi-automated Coconut Tree Climbing and Harvesting robot make to avoid the hazard associated with manual climbing.



TRAININGS AND CERTIFICATIONS

- ✓ Non-Destructive Testing-MPT,LPT,UT,RT-ASNT Level II
- ✓ Welding Engineering-Welding Inspection ASNT Level II



SOFTWARE KNOWN

- MS Word, Excel, and PowerPoint
- AutoCAD, Revit MEP
- Computer hardware installation

REFERENCES

Available on request



PERSONAL INFO

Nationality : India
Languages : English| Hindi | Malayalam|
DOB : 27th Jan 1997
Gender : Male
Marital Status : Single
Visa Status : Visit Visa
Visa Expiry Date : 14/07/2021
Passport No : P5200424



EDUCATION

2019 B.Tech Mechanical Engineering
APJ Abdul Kalam Technological University| Kerala|

2019 Diploma in MEP
PRIME Engineering Academy | Calicut – Kerala |

2020 Diploma in Oil & Gas
ARMSTECH Engineers PVT LTD
| Cochin - Kerala |