



SWATHY SURESH

PROFILE

Had dealt and been in constant interactions with one of the best International marine clients. Their work adaptation, costing and approach towards the service companies who offers for the Marine jobs in Communication, Automation and safety field had mesmerized me with the chances of developing the company that I work with to start different branches so that we can assist them in different ports. By keeping a good cooperative relationship with them I learned how to approach them for their vessels calling UAE ports along with other ports globally that we can provide assistance and services. I was a multitasker and part of the international team where we focused on client hunting via LinkedIn and also tracking the vessels calling different ports and contacting the concerned person to check for the service enquiries and assisting them if any requirement is there. We had always met the targets and made 3 million per year in our sales performance. I had managed Quoting the clients, hunting the clients, Invoicing, payment and inventory keeping. I have a pleasing personality with good verbal communication skills.

PERSONAL DETAILS

- Nationality : Indian
- Passport No : R0541725
- Dob : 02/06/1993
- Marital Status : Single
- Visa: Employment Visa
- Languages Known:
 - English
 - Hindi
 - Malayalam
 - Tamil

CONTACT

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WORK EXPERIENCE

2022 JAN- PRESENT

MARITRONICS MARINE EQUIPMENT L.L.C

BUSINESS DEVELOPMENT EXECUTIVE CUM INTERNATIONAL SALES SPECIALIST IN MARINE SECTOR

- Develop strategy and a structured approach to drive new business and client development in marine industry.
- Strong understanding of the client's business, industry & competitive landscape.
- Receiving requisitions from clients and acknowledging them and forwarding them to concerned team / supplier for quotations and follow up for timely approval.
- Coordinating and communicating with operations department/ Technical team to check the time required for doing the service or the procurement of spares.
- Constant tracking of vessels calling ports globally and arranging services through service partners.
- Purchasing the supply marine equipment and spares globally from other service partners in case of Non- availability in the company store.

2019 -2021

MASTER SYSTEMS L.L.C

INTERNATIONAL SALES SPECIALIST, GLOBAL SERVICE PARTNER SPECIALIST MARINE SALES ENGINEER

- Keeping a strong relationship with Worlds best potential clients for 2 years
- Searching for new clients who could benefit my sales
- Travelling to visit cooperative clients
- Establishing new, and maintaining existing, relationships with my cooperative Clients
- Managing and interpreting client requirements
- Persuading clients that our product or service will best satisfy their needs
- Calculating client quotations
- Negotiating tender and contract terms
- Negotiating and closing sales by agreeing terms and conditions
- Offering after-sales support services- remote troubleshooting coordination, suspecting the spares and making it an order by arranging an attendance / Pre inspection.
- Administering client accounts
- Analysing costs and sales

KEY SKILLS AND CHARACTERISTICS

- Leadership quality
- Coordination skill
- Multitasking
- Able to work without supervision
- Discipline
- Time management
- Focus goals
- Perseverance to be the best
- Determination of not backing out
- Confidence
- Verbal communication skills

HOBBIES

- Scuba diving
- Zip lining
- Dancing
- Singing

TECHNICAL COURSES

- Electrical AUTOCAD

- Tracking the vessels by using SEAWEB software and approaching the clients for job requirements.
- Focusing on the vessels calling different ports and sending our company details and carrying out the jobs with the help of service providers.
- Communicating with clients for long pending payment dues.

2019

GOODLUCK ELECTRICALS - ESTIMATION ENGINEER

- Responsible for providing complete quantity take-off, analysis, and estimate, and studies for all deliverables involved in the assigned scope
- Identify design and constructability issues and analysis to determine constructability
- Define more cost-efficient alternatives to the proposed scope of project
- Dealt with fire extinguisher's safety company and had made estimations related to same

2017-2018

THRISSUR CORPORATION ELECTRICITY BOARD - ELECTRICAL ENGINEER

- Created design plans for domestic / commercial consumers and collaborate with the project team.
- Generating design drawings and documents, determining the appropriate size and type of cables and conduits for each substation, facilitating tasks using engineering application software, and coordinating efforts with team members.
- Having continuous interaction with domestic consumers of electricity and providing them the documentation works of getting all the necessary steps for electrical connection.
- Solar installation planning for commercial and domestic consumers.

EDUCATION

BACHELOR OF TECHNOLOGY - VAST COLLEGE OF ENGINEERING KERALA

2014-2017

GOVT POLYTECHNIC COLLEGE, TRISSUR- ELECTRICAL AND ELECTRONICS ENGINEERING

2011-2014
