



# ANZAL ABDUL AZEEZ

MEP SALES ENGINEER

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Address : Rolla, Sharjah, U.A.E.

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## PROFESSIONAL SUMMARY

Driven business development professional for effectively builds loyalty term relationship with customers while consistently exceeding sales targets.

## EDUCATION

2010 - 2014  
BE. Electrical &  
Electronics Engineering  
ANNA University, Chennai  
Narayanaguru College of Engineering

## SKILLS

Business Development  
Leadership  
Decision Making  
Motivation  
Multi Tasking  
Effective Communication  
Cash Flow Analysis  
Sales Pipeline Management  
Customer Satisfaction

## PERSONAL DETAILS

Date of Birth : 01.06.1993  
Sex : Male  
Blood Group : O +ve  
Marital Status : Single  
Religion : Islam, Muslim  
Nationality : Indian  
Passport No. : L176647  
UAE Driving  
License No. : 2518469 (Manual)  
Current Location : Sharjah

## WORK HISTORY

### June 2019 (At Present)

Prime Catalyst Technical services LLC  
MEP Sales Engineer  
Dubai UAE

#### WORK DETAILS :-

- Preparing a detailed Action plan for finding new clients
- Daily meetings, quotation preparation, follow up, client relationship, Results etc.
- Prepare and deliver technical presentations explaining products or services to customers and prospective customers
- Confer with customers and engineers to assess equipment needs and to determine system requirements
- Plan and modify products to meet customer needs
- Helping clients to solve problems with installed equipment

### APRIL 2018 to June 2019

Digital View Printing Services LLC  
Business Development  
Abu Dhabi, UAE

#### WORK DETAILS:-

- Identify new sales leads.
- Maintaining fruitful relationships with existing customers.
- Attending conferences, meeting and industry events.
- Researching organizations & individual Online (especially on social media) to identify new leads & potential new markets

### OCTOBER 2016 - FEBRUARY 2018

G-TRONS PVT. LTD.  
Business Development Manager  
Trivandrum, Kerala, India.

#### WORK DETAILS :-

- Preparing Powerpoint Presentations and sales displays.
- Developing quotes & proposals
- Training personal & helping team members to develop their skills.
- Negotiating & renegotiating by phone, e-mails & in person.

### AUGUST 2014 - SEPTEMBER 2016

VIERA INFOTECH  
Project Co-ordinator  
Trivandrum, Kerala, India.