



CAREER SUMMARY

A passionate, proficient Mechanical Engineering professional with extensive expertise in a broad suite of operations especially in **Consultative Sales & Marketing, Business Development, Specification Management, Strategic planning of material forecast Management** of essential products in HVAC, Oil and Gas segments particularly in Middle East region (United Arab Emirates & Qatar)

Demonstrated ability to build and lead results-oriented teams that deliver sales growth and profitability through consistent follow-up and the addition of new clients on board. Resourceful, level-headed Senior Professional with progressive proven track record as a visionary with awareness of multiple industry domains to facilitate development and implementation of strategies targeting market share and customer growth.

KEY AREA OF EXPERTISE

Business development	Consultative Sales & Marketing	Brand Development
Specification Management	Key account Management	Post Sales Supports
Customer Relation Management	Multi-Channel Distribution	Operations Management
Strategic alliance management	Proposal Development	Negotiation
Market Research	Competitor Analysis	Prospecting

MAJOUR PROJECT EXECUTED

- | | |
|---|--|
| - Hassyam Clean Coal Power Plant, Dubai | - 150MIGD Desalination Plant, Umm Al Quwain, UAE |
| - Ciel - The world's Next Tallest Hotel, Dubai | - Qaryat Al Hidd Development, Saadiyat Island |
| - Azizi Development Phase 1 @ Meydan | - Neuro Spinal Hospital, Dubai Science Park |
| - Expo 2020 Mobility Pavilion | - EXPO 2020 Mall |
| - Expo 2020 UAE, Oman, UK, Kazakhstan | - District Cooling Plants (3 Nos.), Dubai |
| - Mall Of Qatar | - Constructions of 9 Schools, Qatar |
| - Workers Hospital in Mesaeed, Industrial Area & Ras al Laffan (3 Hospitals), Qatar | |
| - Doha Metro Major Stations, Depot and stabling yard, Qatar | |
| - ADCO - ASAB Unit 6 & 7 Project | |

PROFESSIONAL EXPERIENCE

FIELD MANAGER | AEROFOAM thermal & acoustic insulation, AERODUCT accessories

Hira Industries, Dubai

May 2021 – till Date

SENIOR TECHNICAL SALES ENGINEER | AEROFOAM thermal insulation, AERODUCT accessories

Hira Industries, Dubai

Jan 2018 – May 2021

The Hira groups is Pioneer and a leader, that cater to industrial segment across MENA such as HVAC, MEP, CIVIL construction, Infrastructure, Aluminum, Glass, Marine, Commercial, Residential and Industrial Projects. In past 4 decades, Hira Group has successfully emerged and expanded its activities in trading and customer base in GCC, India, Southeast Asia, America, Australia, New Zealand and Africa.

TECHNICAL SAELS ENGINEER | Thermobreak Thermal Insulation Dec 2014 – Dec 2017
Farjallah Trading Company (FTC-QATAR) W.L.L, Doha, Qatar (Abu Issa Holding Group)

The organization is an ISO 9001:2008 certified with specialized in Refrigeration and electromechanical business segment. It is a regional exclusive distributor for reputed brands namely, THERMOBREAK Insulation, PROMAT FIRE PROTECTION, PYROTEC ACOUSTIC SOLUTIONS, KINETICS ACOUSTIC SOLUTIONS.

SALES ENGINEER July 2011 – October 2014
Technical Parts Establishment (Bhatia Brothers Group) U.A.E

The organization is a major Oil & Gas procurement, Material Outsourcing / Services Provider based in Abu Dhabi. Additionally, registered vendor with all major companies and are also pre-qualified for supply of product and services with major global EPC contractors.

ESTIMATION, PROCUREMENT & Inside Sales ENGINEER November 2009 – June 2011
Regency Pools & Landscaping (Regency Group Holding) Qatar

The Organization is Qatar's leading MEP designer and contractor of swimming pools and landscape. Who is specialized in indoor and outdoor pools, spa centers, water features and landscape who has customized designing and installing services for luxury pools and landscape projects.

JUNIOR MECHANICAL ENGINEER September 2007 – September 2009
Sandstorm Equipment Co. Bangalore, India

The company is specialized in Design, Manufacturing & Commissioning of international standard, and various types of surface finishing Equipment like short/grit/sand blasting, abrasive blasting, and air blasting machines.

Highlights

- Generated quality leads that resulted in sales in a structured monthly, quarterly, semiannual basis.
- Developed and executed sales/marketing integrated campaigns
- Led and driven client engagement including factory visit, presentations, and strategic planning with capabilities/ practices.
- Built good relationships with prospect clients
- Achieved individual, annual sales targets as outlined by Business Unit Head and Management.
- Maintained accurate records of new clients through the use of the C4C online application
- Managed the overall day to day operations and ensured the achievement on targeted sales in line with authorities delegated by the senior management.
- Developed strong relationships with new customers including major main contractors, MEP contractors, consultants and developers within territory and uphold the image and reputation of the company.
- Identified and increased market share by 60% by consistent follow-up & perseverance to grab new business opportunities.
- Effectively managed the sales & marketing team to achieve the vision of management by set sales goals and targets for the team.
- Industrialized and implemented consultative business strategy, competitive analysis, techno commercial survey, networking, and key account management.
- Achieved Marketing, branding, sales promotions and generating sales in unique methods.
- Instigated an outstanding performance on after sales activities, by excellent deliveries, training on product application, follow up and payment collections to close the sales cycle.

- Ensured customer satisfaction through understanding of clients' requirement including their return on investment objectives.
- Influenced drive, motivation and acute attention to detail in ensuring all business opportunities
- Reported management about the monthly sales performance about the target allocated for individual as well as a team.

ONJOB TRAINING & EXPERINCE

Training Obtained on Talent Oz Software	- 2019
Certification in SAP (C4C) customer & Project database management system	- 2018
Certification in Profile Integrated Management System (PIMS)	- 2017
Electronic Document Management Systems (DMS).	- 2011
Certification Customer Relationship Management System (CRM)	- 2021
Vendor Management System (VMS)	- 2010
Expert in ERP Systems	- 2009
Engineering / Design packages: Pro E, Auto CAD, ANSYS	- 2008
Expertness in MS office, Excel and acrobat PDF editor	- 2000

EDUCATION

Bachelor degree in Mechanical Engineering from CCS University, Meerut (India)	- 2006
Board of Higher Secondary Examination, Kerala, India	- 2002
Secondary School Leaving Certificate, Kerala, India	- 2000

PERSONAL INFORMATION

Nationality	- Indian	Date of Birth	- 01, AUG, 1984
Marital Status	- Married	Dependence	- 04
Passport No.	-	Draining License	- UAE, QATAR & INDIA
Languages	- English, Hindi, Malayalam & Tamil		

REFERENCES

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