**-Cover Letter-**

Dear Hiring team,

 It is with great excitement that I forward my application for the position of **Sales Engineer**. With over **5.2 years of work experience in Sales**, I bring a passion for sales and expertise for sales closings.

Throughout my entire career, I have demonstrated consistent success in applying my sales skills to achieve high goals and reaching standards. Here are some of the many strengths I can leverage to advance your company missions.

* Ability to identify, establish and developing relationship with technical decision maker or influencer and technical sales development in new market.
* Ability to understand what customer needs than what he wants.
* Cold and warm calling the prospective client to determine needs and set up appointments.
* Delivering benefit-oriented sales presentations to customers.
* Building productive client relationships leading to repeat and increase business.
* Identifying current and future customers by establishing a personal rapport with potential customers and other persons in a position to understand product application.

Ready to Join Immediately. Kindly let me know if I can provide you with any further information on my background and qualifications. It would be a sincere pleasure to hear back from you soon to discuss this exciting opportunity.

Thank you in advance.

Sincerely,

Junaid

Sales Engineer

**Junaid**

**Contact Details:** +91 9380366387

**Email:** mohammedjunaid522@gmail.com

**LinkedIn:** <https://www.linkedin.com/in/junaid-liyakath-pasha-834009154/>

**Career Profile:**

 I have **5.2 years of work experience** as an Industrial **Sales Engineer**. I have worked in the Deisel Generator (Power Generation) Industry, Industrial cleaning & pollution control equipment industry and Steel Industry. Versatile and highly driven, with the successful output track record. Good communicator and negotiator, I have the ability to manage and build a strong work relationship with client and customer.

**Summary of Qualification:**

**B.E** in Industrial and Production Engineering (2013-16) – **8.28/10 CGPA (First class with Distinction)**

**D.E** in Mechanical Engineering (2009-12) – **65.57 % (First Class)**

**Professional Experience :-**

1. **Company: Escon Gensets Pvt. Ltd.** Bangalore, **2.2 years** (May-2019 to July-2021)

(OEM of Mahindra Diesel Generator for Karnataka)

**Product:** Diesel Generators.

 **Designation:** Sales Engineer.

**Roles and Responsibilities** :-

* Conducting market research and sales visits to new (cold calling) and current customers as per the assigned territory by the Sales Manager.
* Preparing pre-sale technicalities needed for offers and submittals, respond to technical inquiries and bid requests with full technical detail as per customers’ requirements in coordination with the installation Department and service Department.
* Load calculation by analyzing equipment involved in the operation and suggesting the right rating.
* Preparing sales offers and quotations with all relevant information and present it to customers.
* Providing excellent customer service via email, phone, and in-person
* Maintaining and updating all records on CRM software and on other databases.
* Following with customers for new orders or referrals via call, visit, or email.
* Discussing and negotiating with customers, sales-related matters such as discounts, delivery, and payment terms, etc. but not limited to orders.
* Post-sale coordination for the delivery, installation, and service of sold generators.
* Preparing sales plans and reviewing with the sales manager for agreement on execution as per the latter’s directions and mutual agreement.
* Participting/Conducting marketing activities in industrial areas of the city
* Participation and representation of our DG, in annual expo of electrical equipment expo and civil equipment expo conducted at international level.
* Ensuring timely collection of receivables from clients, and highlight the critical accounts when needed.
* Preparing sales and other reports and studies that may be required by Management for management and sales meetings to identify and plan bridging performance gaps and to achieving sales targets.
1. **Company: AirTech Environics Pvt. Ltd.** Bangalore**. 1 year** (June-2018 to April-2019)

 **Product:** Industrial Vacuum cleaner, Downdraft table, Fume extractor, Wood Dust collector, Cartridge Dust collector and Bag House Dust Collector.

 **Designation:** Sales Engineer.

**Roles and Responsibilities** :-

* Conducting prospects for a new client to identify & develop new customers by cold calling.
* Sales visits to new and current customers as per the assigned territory by the Sales Manager.
* Understanding customer requirements and analyzing the type of waste produced or the type of pollution generated in factories to suggest the right equipment to contain or to minimize pollution.
* Preparing technicalities needed for offers and submittals, respond to technical inquiries, and bid requests with full technical detail as per customer’s requirements.
* Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
* Providing excellent customer service via email, phone, and in-person
* Maintaining and updating all records on CRM software and on other databases.
* Discussing and negotiating with customers, sales-related matters such as discounts, delivery, and payment terms, etc. but not limited to orders.
* Coordinating the delivery, installation, and service of the sold equipment.
* Ensuring timely collection of funds and receivables from clients.
* Preparing sales and other reports for review meeting and performance tracking.
1. **Comapany: Jaguar steel fabrications**, Mysore. **2 years** (May-2016 to April -2018)

 **Product:** S.S Interior kitchen, S.S clamps, Steel Table & chairs, check post, etc**.**

 **Designation:** Business Development Executive.

**Roles and Responsibilities** :-

* Conducting prospects for a new client to identify & develop new customers by cold calling.
* Visiting current and new customers to know future order and understand their requirements.
* Regular follow up with customers to receive their order.
* Coordinating with design and production team to meet customer’s requirements.
* Preparing cost estimation with help of designer and production in charge.
* Gaining customer’s acceptance by explaining cost reduction and design improvement.
* Presentation of design and quality of material, to the customer.
* Maintainng customers database and accounts relate data.
* Arranging logistics, loading, and unloading of sold products.
* Follow up for payment and delivery.

**Knowledge, Skills and Abilities:-**

* Deep understanding of the product and how it meets corporate needs
* Sales strategy development.
* Excellent communication and influencing skills
* Preparing Quotations
* B2B and B2C Technical sales experience.
* Building productive client relationships
* Knowledge and ability to analyze situations and make recommendations using available data.
* Proven ability to be goal-oriented, concentrating on results while being flexible and showing initiative.
* Ability to develop and maintain good interpersonal relationships, working effectively with others within and outside the company.
* Knowledge and the ability to apply demonstrated successful problem solving and job planning abilities.
* Ability to apply effective oral, written, and listening communication skills with dealers, customers, company personnel, and the financial communities.
* Ability to effectively manage numerous tasks.
* Knowledge and the ability to apply math computation skills.
* Knowledge and the ability to apply data collection and analysis skills.
* Ability to apply organization, planning and time management skills.
* Ability and willingness to travel.

**Software Knowledge:-**

1. CRM Software- Zoho, Out Look and ePwoerol
2. M S office.
3. MS Word (22-Words Per Mins)
4. Basics of design software

**Personal Details:-**

1. Marital Status : Single
2. D.O.B : 5/4/1989.
3. Languages : English, Hindi and Kannada
4. Passport : Indian

Number : N8945347

Validity : 19/03/2016 to 18/03/2026

**Declaration:-**

The above-mentioned details are true to the best of my knowledge & consideration. If provided an Opportunity to serve in your esteemed organization I would do the best of my ability.

Place: - Bangalore, India

 Yours Sincerely,

 Junaid.