



ANZAL ABDUL AZEEZ

MEP SALES ENGINEER

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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.