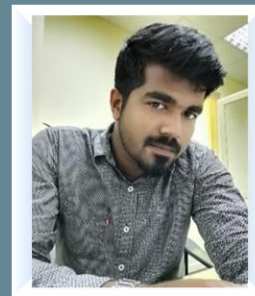# Anoop K George
Sales Engineer

Phone: 566436104 Email: anoop.private@gmail.com
Location: Dubai, *on visit visa*
Age: 29

Sales Engineer, having experience in Technical Sales (7 years) and Web Programming (2 year)

Experience

2017 – …

SALES ENGINEER (4 Year)

Al-Mira Contracting and Maintenance Co.
Dammam, Saudi Arabia

Industry : Turnkey contractor

2014 - 2017

SALES ENGINEER (3 Year)

Confidential co.
Kerala, India

Industry : Commercial Lighting Solution

2013 - 2014

WEB DEVELOPER (2 Year)
Ephatha softech
Kerala, India

Industry: Software development.

Education

Graduated In Electronics and Communication Engineering

Anna University, Chennai, India
2009 – 2013

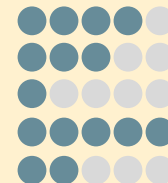Grade: First Class

Skills

SALES
Prospecting skills
Rapport Building
Communication
Qualification Questioning
Objection Handling
Relationship Management

International driving license holder
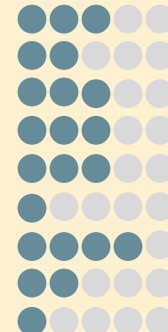(issued from KSA & valid up to Nov 2021)

LANGUAGES
English
Hindi
Urdu
Malayalam
Tamil

PROGRAMMING KNOWLEDGE

Django framework 2.2
Python
HTML & CSS
JavaScript
Vue JavaScript
Django Rest API
Bootstrap 4
Veutify
React JS

Photoshop
AutoCAD
MS Office

WORK EXPERIENCE

Sales Engineer at Al-Mira Co. - Dammam KSA

Key Product: Maintenance Service

- Visit potential companies and corporates to build business relations.
- Keeping good rapport with key decision makers.
- New vendor registration with potential corporates.
- Inspecting sites to calculate the cost of certain maintenance projects.
- Submits tenders and follow-up.
- Allocate workers and materials for acquired jobs.
- Supervise jobs till completion and co-ordinate with client's Safety and Operation's department.
- Ensure proper aftersales service.
- Use social media and Internet of things to acquire new sales leads.

Sales Engineer with Confidential co - India

Key Product: Lighting solutions for new projects

- B2B Sales.
- Keep rapport with potential clients and consultant.
- Visiting site to calculate the quantity and specification of lighting requirement.
- Submitting proposals and follow-up.

Web Development and Digital Marketing - India

Key Product: Software development.

- Develop websites in Django framework.
- Host websites in Heroku.
- Use HTML, CSS, JQuery and Bootstrap to design front end
- Use Vue JS and Django Rest API for SPA.

DIGITAL MARKETING

SEO
Social Media Marketing
Content Marketing
Email Marketing

OTHER KEY SKILLS

Adaptability
Learning new things
Critical Thinking
Problem solving

PERSONALITY TRAIT

Extrovert 35%

Introvert 65%