



SARANG T JILSU

SUMMARY

Dynamic and goal oriented professional with a Master's degree in Advanced Mechanical Engineering and a demonstrated history of working in Sales and Mechanical Engineering domains. Excellent knowledge in solution sales, new market development and account development. Aiming to leverage my skills to successfully fill in the Sales Engineer role at your organization and secure a career in a global platform where I can leverage my developed skillset and knowledge from the extensive experience and education in order to realize business objectives. Accomplished in directing system improvements, maintaining budgets, and improving performance with minimal impact on business operations. Talented in managing projects, leading teams, and resolving routine and complex operational problems.

PERSONAL INFORMATION

Nationality: Indian

Languages Known: English, Malayalam,
Hindi, Tamil, Japanese

Passport: P8250316

Visa: On Visit

CONTACT DETAILS

📞 : +971551261228

✉ : sarangjilsu@gmail.com

Dubai, United Arab Emirates.

(Available for online and offline interviews)

EDUCATION

- **Master of Science in Advanced Mechanical Engineering.**
(2019)
University of Liverpool, Liverpool, United Kingdom.
- **Bachelor of Engineering in Mechanical Engineering.**
(2015)
Sathyabama Institute of Science and Technology, Chennai, India.

PROFESSIONAL EXPERIENCE

Project Sales Engineer, Fyouture Technologies, India.

(April 2019 to August 2022)

- Developing new revenue streams with existing and new clients.
- Research and identify potential customers for products and services.
- Prepare and deliver technical presentations with proposals for clients.
- Developing pipeline sales.
- Providing technical assistance and support required for the customers.
- Train team members in the customer applications of product solutions.
- Attend trade shows and seminars to promote product sales.
- Exceeded sales goals by growing business by 20% over the previous year in a down economy.
- Redesigned and implemented more effective company procedures which decreased time to market by 10%.
- Repositioned brand image by recovering market loss by 5% in 2020.
- Coordinated internal engineering, manufacturing and product development process and brainstormed/ executed product improvement programs.
- Identified strategic partnerships and gathered market information for competitive advantage.
- Interacted with clients to understand their requirements and then formulated strategic plans.
- Optimized revenue streams by networking for additional business prospects with established clients.
- Worked with the logistics department for shipping coordination and documentation.

SOFTWARE SKILLS

- AutoCAD 2D/3D, Catia V5/ V6, Unigraphics NX 9, Solidworks, Autodesk Inventor.
- Autodesk Revit MEP, HAP
- Microsoft Office, Microsoft Project, Microsoft Excel, Microsoft Teams
- ABB Robotstudio

CERTIFICATIONS

- Heating, Ventilation & Air Conditioning

(ISO 9001:2008 IAO approved)

- Plumbing And Fire Fighting

(ISO 9001:2008 IAO approved)

- Autodesk AutoCAD

(ISO 9001:2008 IAO approved)

- Six Sigma White Belt

(Aveta Business Institute)

- Six Sigma Yellow Belt Professional

(Certified By VMEdU inc.)

- Fundamentals of Digital Marketing

(Certified by Google inc.)

ADDITIONAL SKILLS

- Technical Sales
- Business Development
- Customer Relationship Management
- Fast Learner
- Interpersonal Skills
- Leadership Skills
- Problem Solving Skills

Reference

Available upon request.

Service Engineer, Kalyan Mobikes, India.

(January 2016 to August 2017)

- Developed, implemented and coordinated effective productive, preventive and corrective maintenance approaches.
- Notification of obsolete equipment, with request for relevant elimination from assets.
- Investigate unsafe acts and situations and take measures to prevent them.
- Coordinated installation of systems, machinery and components.
- Managed operations in the workshop section.
- Responsible for the sales of vehicle accessories.
- Acted as Point of Contact for warranty claims.
- Supervision of vehicle diagnostic teams.
- Organized several campaigns for existing customers and potential customers.
- Documented and reported new concerns about the vehicles to the plant.
- Conducted internal auditing in the warranty section.
- Generation of detailed reports of warranty claims and various campaigns.

Research Intern, Porsche Centre Kochi, India.

(April 2015 to October 2015)

- Conducted research to identify new markets and customer needs.
- Contacted and arranged meetings with prospective clients.
- Worked on a full time research project titled “ Customers for Life”.
- Worked in unison with Sales teams and the Territory Manager
- Researched extensively on the organisation’s database of the past and current stakeholders.
- Conducted research on ways to improve customer satisfaction and thereby customer retention.
- Prepared sales contracts ensuring adherence to the company policies and guidelines.

CORE COMPETENCIES

- Excellent Communication Skills
- Strong Analytical Skills
- Budgeting
- Negotiation
- Cost Estimation
- Strong Technical Skills
- Marketing Skills
- Project Management Skills