



## ELVIS S CHIRAYATH

✉ [elvisschirayath@gmail.com](mailto:elvisschirayath@gmail.com)

☎ +974 66418890

### PERSONAL PROFILE

Date of Birth: 16/03/1988

Marital Status: Married

Nationality: Indian

Visa Status: Work Visa (NOC Available)

Passport Number: U0585188

Driving License: Valid Qatar Driving License

### COMPETENCIES

**Product Knowledge:** Rapidly gaining and successfully maintaining complete knowledge of products, proven by track record of product knowledge assessment.

**Interpersonal Skills:** Built warm relationships with regular customers resulting in repeat business.

**Account Management:** Adapt to changing customer needs, communicate effectively across multiple channels and leverage data and technology to deliver value.

**New employee training:** Successfully trained multiple new colleagues for sales-related positions.

### PROFESSIONAL SUMMARY

Result-oriented sales engineer with 10 years of solid experience in marketing and sales. I possess Smart, enthusiastic, and diligent working capabilities with good physical and mental strength, which enables me to complete any work to its consummation. As a highly skilled and educated professional with many years of experience supporting sales staffs and clients, I am confident in my ability to make a significant contribution to your organization.

### OBJECTIVES

- Seeking a challenging position within the business community, where my professional experience, education, abilities, sincerity, and commitment would be advantageous to the growth of my employer and myself.
- To constantly upgrade my knowledge and skills and make a positive difference in whatever I do.

### WORK HISTORY

#### GULF ENERGY TECHNOLOGY AND PROJECTS

##### DESIGNATION: SALES ENGINEER (July 2017 to Present)

##### Job Responsibilities

- Creating New Customer and Maintaining the existing customer.
- Major customers are from the field of Precast, UHPC, Facility management, GRC, GRG, GRP, Marble and Granite companies and block factories.
- Product marketing in the Qatar Market.
- Maintaining good relationship with the suppliers.
- Arranging meetings with the suppliers and customers during suppliers visit to Qatar.
- Make the customer understand the benefits of the products.
- Having fruitful meetings with main contractors and consultants.
- Get the products get approved from the consultants.
- Approaching the main contractors to introduce our range of products.
- Assisting contractors during the handover of projects in case they encounter any issues with the help of the chemicals we provide.
- Doing regular mockups to showcase the quality of the products and to train the customers.
- Responsible for preparing and submitting the required material submission documents to obtain product approval.

## Languages Known:

- English
- Hindi
- Malayalam
- Tamil

## SKILLS

- Leadership skills
- Communication Skills
- Good human relation skills, having dealt with variety of employees and customers.
- Ability to bear responsibilities.
- Results-oriented
- Strong interpersonal skills
- Good Team Player
- Delegating Skills
- Time Management
- Problem Solving Skills

## EDUCATION:

- Master of Business Administration (MBA) Specialized in Marketing and Systems, Bangalore University, India
- Bachelors in technology (B TECH in CS), MG University, India.

## TECHNICAL SKILLS

- Operating System: Windows, Linux
- Microsoft: MS word, MS Power point., MS Excel.

## INTEREST:

- Badminton
- Social Networking
- Travelling
- Driving

## REFERENCES

Nithin Baburaj

General Manager

Gulf Energy Technology & Projects

Mobile: +974 55715025

- Educating the customers about the use of our chemicals.
- Providing Quotations to the customers.
- Conducting regular follow-ups and negotiations with clients to ensure that purchase orders are obtained in timely and efficient manner.
- Arranging the delivery of materials on time.
- Gives the customer superior after sales support.
- Keeping track of each customers the credit period and credit limit and conducting regular follow-ups with the accounts department/procurement department to get the payments from the customer on time.
- Coordinate with logistic to ensure the timely delivery of materials to the customer.
- Negotiating with suppliers on behalf of customer to obtain a good price for their products.
- Represent the organization at trade exhibitions, events, and demonstrations.

## EMCO ENGINEERING INC. DOHA, QATAR

**DESIGNATION: SALES ENGINEER (February 2014 to July 2017)**

### Job Responsibilities

- Searching for new clients who could benefit from our products in a designated region.
- Establishing new, and maintaining existing, relationships with customers.
- Managing and interpreting customer requirements.
- Negotiating tender and contract terms.
- Negotiating and closing sales by agreeing terms and conditions.
- Offering after-sales support services.
- Administering client accounts.
- Preparing reports for head office.
- Recording and maintaining client contact data.
- Supporting marketing by attending trade shows, conferences, and other marketing events.
- Making technical presentations and demonstrating how a product will meet client needs.
- Providing pre-sales technical assistance and uploading user data to the system to keep credible people data.

## CAR TRADE, MUMBAI, INDIA

**DESIGNATION: SALES REPRESENTATIVE (April 2013 to November 2013)**

### Job Responsibilities

- Determine the needs and desire of the customer to show them viable options.

- Show and explain all vehicle features and functions.
- Go over financial aspects of purchasing a car and financing options available.
- Draft all necessary paper works for the purchase of a car.
- Attend meetings and local seminars to discuss new makes and models of cars and their features.
- Spoke with customers regarding what they were looking for and what the lot had to offer.
- Explained the purchase process to customers including financing and warranties available.

### **PEEJAY ENTERPRISES, BANGALORE, KARNATAKA**

**DESIGNATION: SALES EXECUTIVE (December 2011 to April 2013)**

#### **Job Responsibilities**

- Visit potential customers for new business.
- Provide customers with quotations.
- Negotiate the terms of an agreement and close sales.
- Gather market and customer information and provide feedback on buying trends.
- Represent the organization at trade exhibitions, events and demonstrations.
- Identify new markets and business opportunities.
- Record sales and send copies to the sales office.
- Relationship building.
- Presenting the product or service in a structured professional way face to face.
- Responding to incoming email and phone enquiries.
- Acting as a contact between a company and its existing and potential markets.
- Gathering market and customer information.

### **NSP SOLUTIONS, KERALA, INDIA**

**DESIGNATION: SOFTWARE DEVELOPER (January 2010 to October 2010)**

#### **Job Responsibilities**

- Evaluate, assess, and recommend software and hardware solutions.
- Develop software, architecture, specifications, and technical interfaces.
- Develop user interfaces and client displays.
- Design, initiate and handle technical designs and complex application features.
- Develop, deliver, and test software prototypes.
- Assist software personnel in handling on-going tasks as required.
- Build flexible data models and seamless integration points.
- Coordinate with other developers and software professionals.

### **DECLARATION**

I hereby declare that the above furnished information is true to the best of my knowledge and belief.

**Place : Doha, Qatar**

**Elvis S Chirayath**

**Date :**