



AVEEN ALATT.V

SALES ENGINEER

PROFILE

Based upon my interest and capabilities to make a professional career, the at most objective I wish to achieve in my life is to evolve as an efficient and productive personality in the field of Mechanical Engineering.

Like to hold responsible and challenging position in a synergetic atmosphere and to work towards all round development of the organization.

CONTACT

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📍 Matar Khadeem - Doha, Qatar

SALES SKILLS

- Strategic thinking
- Verbal communication
- Setting goals
- Product knowledge
- Negotiation
- Sales software proficiency

EDUCATION

BACHELOR OF ENGINEERING in Mechanical Engineering
Anna University – INDIA
2007

NEBOSH- INTERNATIONAL GENERAL CERTIFICATE
INDIA

CERTIFIED IN PRODUCT DESIGN [AutoCAD & SolidWorks]
INDIA

WORK EXPERIENCE

SALES ENGINEER
Rapid Supplies Trading W.L.L
Salwa Road-Qatar
Oct-2022 to Present

- Determine annual unit and gross-profit plans by implementing marketing strategies; analyzing trends and results
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories; projecting expected sales volume and profit for existing and new products
- Implement national sales programs by developing field sales action plans
- Maintain sales volume, product mix and selling price by keeping current with supply and demand, changing trends, economic indicators and competitors
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; participating in professional societies
- Contribute to team effort by accomplishing related results as needed
- Plan to ensure achievement of divisional and personal target, aligning with company sales policies and strategies
- Ensure targets are delivered through people management, performance review, reward and individual recognition
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly

ADMIN SKILLS

- Multitasking
- Attention to Detail
- Reporting Skills
- Problem Solving Skill
- Filing
- Event Planning Skills
- Record-Keeping Skills
- Data Entry

TECHNICAL SKILLS

- Microsoft Office
- Odoo (ERP Software)
- AutoCad
- Primavera P3
- Tally
- Solid Works

PERSONAL DETAILS

GENDER:

MALE

MARTIAL STATUS:

SINGLE

DATE OF BIRTH:

07-APR-1985

QID NUMBER:

28535671113

LANGUAGES

- ENGLISH
- MALAYALAM
- HINDI
- TAMIL

- Provide on-the-ground support for sales associates as they generate leads and close new deals
- Meet with customers to discuss their evolving needs and to assess the quality of our company's relationship with them
- Develop and implement new sales initiatives, strategies and programs to capture key demographics
- Sell to existing and potential direct accounts as well as provide sales support to distribution partners to participate in closing and order or to facilitate and add value to the selling process
- Develop, maintain and execute a territory plan
- Maintain data relative to partners, accounts and activities and will document customer interactions
- Prepare reporting as needed.

SALES ENGINEER

Stop Station Car Services W.L.L

Barwa Village - Qatar

Aug 2018 - Sep 2022

- Provides product, service, or equipment technical and engineering information by answering questions and requests.
- Serves customers by identifying their needs and engineering adaptations of products, equipment, and services.
- Identifies current and future customer service requirements by establishing personal rapport with potential and actual customers and others in a position to understand service requirements.
- Prepares cost estimates by studying all related customer documents, consulting with engineers, architects, and other professional personnel.
- Determines improvements by analyzing cost-benefit ratios of equipment, supplies, or service applications in customer environment and engineering or proposing changes in equipment, processes, or use of materials or services.
- Gains customer acceptance by explaining or demonstrating cost reductions and operations improvements.
- Submits orders by conferring with technical support staff and costing engineering changes.
- Prepares sales engineering reports by collecting, analyzing, and summarizing sales information and engineering and application trends.

ACADEMIC PROJECT:
Automatic Hydraulic Jack

**VALID QATAR & UAE DRIVING
LICENSE**

SALES ENGINEER
MEZCAL SECURITY VEHICLES CO. DUBAI. UAE
Aug 2014 – Apr 2018

- Prepare and deliver technical presentations explaining products or services to existing and prospective customers.
- Talk with customers and engineers to assess equipment needs and to determine system requirements.
- Collaborate with sales teams to understand customer requirements and provide sales support.
- Secure and renew orders and arrange delivery.
- Plan and modify products to meet customer needs.
- Help clients solve problems with installed equipment.
- Recommend improved materials or machinery to customers, showing how changes will lower costs or increase production.
- Help in researching and developing new products.

SALES ENGINEER
AL MASHAAN GENERAL TRADING CONTRACTING CO. KUWAIT
May 2012 – June 2013

- Attend pre-sales client meetings and presentations with account representatives.
- Determine scope and develop proposals.
- Identify client requirements: (technical requirements, client infrastructure, configuration, and requirements), technical
- Design (including solution configurations and diagrams) and planning phases of the sales cycle.
- Work with Major Accounts, Purchasing Engineer and Support Center groups to ensure successful delivery of
- Solutions to customers.
- Provide the implementation team with all necessary documentation for the successful completion of the project (including solution configurations and diagrams).
- Provide pre-sales support for new and existing customers.
- Successfully demonstrate products and solutions in front of prospects.
- Work with sales to provide a response for technical RFI/RFP questions.
- Participate in all scheduled sales team meetings/conference calls and sales trainings.
- Responsibility for being part of the Product Development Team in which will build, deliver and manage proof of
- Concept product evaluations and pilot projects.
- Deliver on line and on-site product demonstrations (as required or requested).
- Travel, as needed, to industry events, prospect and partner sites
- Develop product training material.

- Additional responsibilities include providing on-site support, handling technical presentations at trade shows and
- Conferences; and ensuring proactive communications with customers to ensure customer satisfaction.
- Maintain an in-depth level of technical and industry knowledge through ongoing training, seminars and certifications
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ASST. TECHNICAL ENGINEER
HILDEN MACHINES PVT, LTD. MUMBAI, INDIA.

Feb 2008 – March 2012

- Coordinate all design development and approval processes.
- Follow up the time schedule agreed for the design development and shop drawings with
- Subcontractors.
- Prepare and implement a drawing management system.
- Review contract documents and advise the Project Manager on technical matters affecting construction and time costs.
- Prepare and follow-up technical queries with the Client/Consultants.
- Assist in preparing Method Statements and Procedures related to construction both structural and
- Architectural and give technical features for the aspects of work.
- Coordinate the approval of drawings and responsible for the distribution of drawings released for
- Construction to concerned site personnel.
- Ensure in coordination with Site Engineers that execution of works is to the required quality and safety and resolves all technical problems for all trades.
- Assist the Project Manager in the management of Subcontractor works and point out any technical deviation.
- Assist in Quantity Take-Off for tenders.