



YAHYA K P

SALES ENGINEER

CONTACT ME

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📍 Doha, Qatar

PERSONAL INFO

Nationality : Indian
Gender : Male
Date of Birth : 10 Dec 1986
Passport No. : U0387210
Visa Status : Employment Visa
with N.O.C
QID No. : 28635647731

EDUCATION

BE in Mechanical Engineering

Anna University, Chennai, India
2006 - 2010

KEY SKILLS

- Client Acquisition
- Technical Assistance
- Relationship Management
- Sales and Marketing
- Business Development
- Negotiation Skills
- Commercial Awareness
- Product Development
- Customer Advocacy
- Project Specifications
- Sales process engineering
- Sales Transactions
- Effective Communication
- Organizational Skills
- Teamwork and Collaboration

SOFTWARE PROFICIENCY

- AutoCAD
- Ansys
- ProE
- Ms Office

PROFILE SUMMARY

Results-oriented Sales Engineer with a proven track record in revenue growth through technical expertise and effective communication. Skilled in translating complex product features into compelling client solutions. Adept at building and nurturing customer relationships, addressing needs with proactive problem-solving. Eager to contribute technical acumen and sales prowess to a dynamic team, exceeding sales targets.

WORK EXPERIENCE

Sales Engineer-Projects Aug 2022 - Present

PTC Trading and Contracting WLL.

Roles and Responsibilities

- Conduct targeted searches for potential clients within the designated region to showcase the benefits of our products.
- Offer proactive technical assistance and prepare product submittals to address client inquiries and enhance their understanding.
- Thoroughly review Bills of Quantities (BOQ) and shop drawings to gain insights into client requirements, ensuring a tailored approach to their needs.
- Initiate and nurture relationships with both new and existing clients to foster strong connections and understand evolving needs.
- Generate comprehensive monthly reports on sales and marketing activities, providing valuable insights for strategic decision-making.

Sales Engineer-Projects Apr 2021 - Jun 2022

Al Basma Middle East WLL.

Roles and Responsibilities

- Cultivated enduring relationships with clients by adeptly managing and interpreting their requirements over the long term.
- Negotiated tender and contract terms and conditions to align with the mutual interests of both clients and the company.
- Offered pre-sales technical assistance and delivered comprehensive product education to clients, enhancing their understanding and confidence in our offerings.
- Maintained professional working relationships with key suppliers and third parties, ensuring seamless collaboration and access to vital resources.
- Ensured timely invoice submission and proficiently managed payment collection processes, contributing to the efficient closure of sales deals.

PROFESSIONAL PROJECT EXPERIENCE

- Aster Hospital, Mughalina, Qatar
- Kahrama central workshop Abu-Hamour, Qatar.
- Construction of 4 new school packages-4, Thakira, Qatar
- Doha Festival City,Umslal,Qatar
- GWC Ups Logitics ParkRas Abu Fontas,Doha Qatar
- Qatar Armed force, Doha Qatar
- Community Holiday Inn Najma, Qatar
- Marza Arabia,Pearl Qatar
- Salwa Resort Project Abu Samara, Qatar
- Al Andalus School Complex Umm salal –Qatar

PRODUCTS & BRANDS DEALING WITH:

- DIZAYN PPR PIPES (TURKEY).
- ATLAS PVC & UPVC, HDPE PIPES & FITTINGS (DUBAI).
- DECOTECH METAL CEILING & DRY WALL PARTITION SYSTEMS (QATAR).
- RAVABER INSULATION MATERIAL FOR HVAC & ACOUSTIC (TURKEY).

SOFT SKILLS

- Communication
- Leadership
- Team Work
- Critical Thinking
- Time Management
- Decision Making
- Active Listening

LANGUAGES KNOWN

English	●	●	●	●	●
Malayalam	●	●	●	●	●
Hindi	●	●	●	●	○
Arabic	●	●	●	○	○
Tamil	●	●	●	○	○

Sales Engineer-Projects May 2014 – Jan 2021

Qasr Al Andalus Company WLL., Doha, Qatar

Roles and Responsibilities

- Create, develop and foster relationships with MEP & Fit-out contractors and consultants.
- Identify and target relevant market segments to expand business opportunities.
- Provide pre-sales technical assistance and submit product details to potential clients.
- Review Bills of Quantities (BOQ) and shop drawings to understand project requirements.
- Analyze customer project requirements and tailor product offerings accordingly.
- Make technical presentations demonstrating how our products meet client needs.
- Coordinate with sales team members and technical experts to ensure seamless communication.

Site Engineer (OMPL-Mangalore) Feb 2012 – Jun 2013

Larsen & Tubro HCP, Mangalore, India

Site Engineer (OMPL-Mangalore) Jul 2010 – Dec 2011

Mechotech Fabricators, Mangalore, India

STRENGTH & QUALITIES

- Patience when dealing with others.
- Flexibility in thinking and operating style.
- Diligence in ensuring accuracy and quality in work.
- Encouraging and inspiring people to do their best.
- Capacity to adjust and thrive in changing environments.
- Collaborating and working well together with others.

DECLARATION

I hereby declare that the above written particulars are true and correct to the best of my knowledge and belief.

YAHYA K P