



## Senior Sales Engineer

Highly motivated, Energetic, enthusiastic ready to be part of a growing team of salespeople to lead a growing company to expand across regions and across the globe.

## MIDHUN MOHAN

**Phone:**  
+974 70474940

**E-Mail:**  
[midhunmohan16493@gmail.com](mailto:midhunmohan16493@gmail.com)

### Core Competencies

- Market Planning
- Communications
- Negotiations
- Customer Service
- Relationship Building
- Product Analysis
- Client Prospect
- Competitive Selling

### Driving License

QATAR, INDIA

### Work Experience (2017-2024)

Laffan Trading and Contracting WLL

01/2023 to present

#### Senior Sales Engineer

- Responsible for negotiation and order closing from ongoing NFE projects, construction projects, and traders, including Oil and gas, Electromechanical, Firefighting, and MEP.
- Holding regular meetings with MEP, Civil and maintenance Contractors, Electrical retail shops, and EPC contractors in Oil & Gas and NFE.
- Maintaining proper records attending customer issues and performing sales activities.
- Generating leads through cold calling, site visits, and retail shop visits.
- Collaborate with the sales team to understand customer requirements and provide sales support.
- Confer with procurement teams and Engineers to identify their requirements.

Al Athbi Trading Group W.L.L.

10/2019 to 12/2022

#### Senior Business Development Officer

- Playing a key role as BDO and responsible for assigned sales milestones and targets.
- Consistent sales performer dealing with Electrical items
- Responsible for negotiation and order closing in retail sectors and pushing retail shops to keep inventories regularly to continuous business flows.
- Responsible for negotiation and order closing from ongoing projects and retail sectors, including Electro-mechanical, firefighting, MEP, Civil contractors, and retail shops.
- Responsible for the proper execution of order processing and dispatch and most importantly payment follow-up..
- Track customer requests and provide reports accordingly to the direct manager.
- Ensure sales targets with the line manager.
- Writing weekly reports and updates.

## **Imperial Trading and Contracting 10/2017 to 09/2019**

### **Sales Executive**

- Responsible for negotiation and order closing from ongoing projects and retail sectors, including Electro-mechanical, firefighting, MEP, and Civil contractors.
- Responsible for properly executing order processing and dispatch and most importantly payment follow-up.
- Playing a key role as a sales executive with responsibility for dealing with mechanical and electrical products.
- Maintaining long-term relationships with existing customers to maximize repeated sales through referrals'
- Consistent sales performer even in a tight schedule.
- Identifying customer requirements and handling customer service at front end level.
- Informing daily reports to the line manager.

### **Education**

- M B A (Master of Business Administration) 2014-2016  
Finance and marketing  
Kerala University
- B.com (Bachelor of Commerce) 2011-2014  
Marketing  
Kerala University

### **Collaborated Brands**

- Schneider Electric
- SCAME
- ABB
- Hager-Switchgear
- Oman Cables
- Prysmian
- Top Cables
- Nuhas Oman
- Teknopan Enclosures
- National grooved fittings
- Ramcro
- AN Wallis UK
- AEI UK
- Hotace Oman
- Draka Cables
- Burn

## **Languages**

- English
- Malayalam
- Hindi
- Tamil

## **Personal Details**

Nationality: Indian  
D.O.B: 16-04-1993  
Marital Status: Married  
Passport: N8433403

I hereby declare that all the above-furnished details are true to my knowledge.

**10-07-2024**

**MIDHUN MOHAN**