



PROFILE

Professional Engineer with 6 years of Gulf experience in Sales & Marketing interested to take up challenging jobs all the time and crossing success as milestones in every moment of my professional life by utilizing my technical skills.

CONTACT

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LOCATION:
Bousher, Muscat, Oman

KEY SKILLS AND CHARACTERISTICS

- Basic knowledge in AutoCAD
- Knowledge in handling E - Commerce websites.
- Well exposed to MS Office, Computer OS and internet Applications.
- Basic knowledge in C programming
- Knowledge & ability to repair Computer hardware's.
- Critical thinking
- Pressure handling
- Problem solving
- Honest, Hardworking, Friendly and quick learner

MOHAMED MASHKOOR M

WORK EXPERIENCE

AL MOURID FOR OIL SERVICES LLC, MUSCAT, OMAN

September 2022 – Till Date

Sales & Marketing Engineer

Duties and Responsibilities Handled:

- Sustain and expand current business accounts and help achieve company sales targets.
- Call and meet with prospective clients in multiple sectors to promote Company products and services.
- Develop effective customer base and network throughout Oman.
- Maintain excellent relationship with all existing and new customers and ensure their satisfaction.
- Identify sales leads enquiries and orders, input database, ensuring they are processed according to customer requirements, and ensuring all orders are accurate and delivered on time.
- Responsible for the creation of quotation, order confirmations, proforma invoices.

SANAA AL WADI TECHNICAL SERVICES, DUBAI, UAE

March 2022 – August 2022

Sales Engineer

Duties and Responsibilities Handled:

- Generate new business leads, build and develop new client relationship.
- Prepare proposals & quotations by coordinating with estimation team for MEP works (HVAC, Plumbing, Firefighting, Fire alarm, Electrical & ELV Works).
- Negotiate and close deals with aim of maximizing profits.
- Ensure availability of stock for sales and demonstrations.
- Creating good relationship between clients and contractors.
- Track all sales activities in company CRM by updating daily to maintain a clear sales pipeline.
- Gather feedback from customers and share with internal teams.

ASIAN INTERNATIONAL CONTINENT TRADE & CONTRACTING L.L.C, MUSCAT, OMAN (Oilfield materials supplying)

July 2020 – November 2021

Sales Engineer

Duties and Responsibilities Handled:

- Coordinate with estimation and technical departments to ensure sales inquiries and deliveries and handled efficiency.
- Participating in the evaluation and planning of all sales and marketing activities, including

PERSONAL PROFILE

DOB : 17th May 1992
Nationality : Indian
Marital Status : Married
Visa Status : Resident visa
Driving License : Oman & India
Availability : Immediate

LANGUAGES

English {5 out of 5}
Arabic {3 out of 5}
Hindi {4 out of 5}
Malayalam {5 out of 5}
Tamil {4 out of 5}

identifying and prequalifying leads, working on procurement strategies, developing proposals for RFQ/RFPs, closing deals, and negotiating contracts

- Ensuring the availability of stock for sales and demos
- Responsible for the creation of quotation, order confirmations, proforma invoices.
- Identify sales leads enquiries and orders, input database, ensuring they are processed according to customer requirements, and ensuring all orders are accurate and delivered on time.
- Negotiate and close deals with aim of maximizing profits
- Overall customer satisfaction by promptly answering the emails and handling orders by phone
- Coordinate with aftersales team for the fulfilment of the order
- Carry out marketing activities as per company requirements

RUKAMCO L.L.C, MUSCAT, OMAN (Marine & Oilfield Services and Supplies)

July 2018 – June 2020

Sales Engineer

Duties and Responsibilities Handled:

- Coordinate with technical departments for sales and service inquiries
- Communities with ship owner to arranger work/ entry permit through mail and phone calls.
- Analyze technical aspects, provide service, maintenance, repairs and installations with my team in accordance with Company standards.
- Responsible for timesheet submissions
- Preparation of final plans and reports and submits them for approval to my head of the department.
- Preparation of quotations and submits them for approval.
- Preparation of work done reports, service reports, upon completion of job
- Reading and interpreting drawings & manuals.
- Handle any other tasks as and when assigned by the manager or management

ADITHYA FACILITIES MANAGEMENT, BANGALORE, INDIA (Engineering Consultants)

September 2017 – April 2018

Assistant Mechanical Engineer

Duties and Responsibilities Handled:

- Maintenance of AHUs, FCUs, split units and Chillers in various buildings including hospitals.
- Installation of FCUs and split units
- Managing the building using BMS

WESTERN MARINE CONTRACTORS & INTERIOR DESIGNERS, KERALA, INDIA

March 2016 – October 2016

Supervisor under Cochin Shipyard Ltd, India

Duties and Responsibilities Handled:

- Coordinate with client (Cochin Shipyard Ltd.) and various authorities.

- Supervise and advising the team for various projects.
- Attend site meetings and inspections
- Site visits and leading the team.

EDUCATION

B. TECH

Al- Ameen Engineering College, 2015. Affiliated to University of Calicut

Certified in MEP, HVAC Designing and Drafting as per ASHARE, ISHARE codes and standards.

HSE

BYK VHSS Kadungathukund, Kerala, 2010

SSE

MES Central School, Tirur, Kerala, 2008

REFERENCE

Professional/ Personal references gladly furnished upon request.