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Skills

Active Listening,
Empathy, Power of
Persuasion,
Adaptability,
Organizational Skills
CRM, Team
Management &
Leadership & Team
Building Honesty,
Managing Emotions
Problem Solving,
Analytical Skill,
Digital Tools, Building
Network,
Interpersonal Skills

Languages

ENGLISH
FLUENT, SPEAK, READ AND WRITE

MALAYALAM
FLUENT, SPEAK, READ AND WRITE

HINDI
INTERMEDIATE- READ AND WRITE
SPEAK FLUENT

TAMIL
INTERMEDIATE -READ AND WRITE
SPEAK FLUET

ASISH JOHNSON

I am seeking a challenging position within a dynamic organization where I can utilize my knowledge and skills in Sales Engineering/Sales Management. I am dedicated to implementing effective marketing and sales strategies to drive success and achieve remarkable results. Through hard work, sincerity, and dedication, I aspire to reach the pinnacle of success. My expertise lies in analyzing customer requirements, translating them into technical designs, and ensuring successful implementation. I am responsible for meeting targets, motivating the sales team, expanding distribution channels, conducting displays, and generating sales volume for various projects. Additionally, I am well-versed in quality procedures and possess excellent communication and interpersonal skills.

Experience

SALES ENGINEER

NEWPRODUCTS PLASTIC FACTORY - NEPRO W.L.L NEW INDUSTRIAL AREA, DOHA

October 2020 - July 2024

- Submit comprehensive reports on sales, revenue, and expenses, along with realistic forecasts, to the management team.
- Successfully leading the sales team to drive growth and meet sales objectives.
- Entrusted with the task of forecasting and budgeting for the business year.
- Developing and executing a strategic sales strategy to grow the company's client roster and maintain a robust market presence.
- Assisting the Sales Team in finalizing significant client agreements.
- Foster enduring customer connections through collaboration and a deep understanding of their requirements.
- Tracking and analyzing sales statistics based on key quantitative metric.
- Assisting sales teams by actively listening to their business and personal concerns, and providing appropriate solutions to enhance their performance and achieve outstanding results.
- Supervising the recruitment process, defining objectives, providing coaching, and monitoring the performance of sales representatives.
- Developing top-notch sales prospects, conducting post-initial contact, finalizing and extending orders, haggling prices, finalizing sales, and coordinating deliveries.
- Gathering information on upcoming projects in the market, coordinating with the main contractor to obtain project specifications, and liaising with the consultant to ensure our products are included in the vendor list.
- Implemented the Ventures On-Site sales tool, resulting in access to numerous projects.
- Conducting thorough research, innovating, and adapting products to align with the specific technical requirements and needs of customers.
- Proudly and successfully, company established a strong presence in the market, surpassing its own expectations with a significant increase in business.
- Ashghal, Kharama, WRAS, and various other approvals were obtained for the company's products.

▪ **SALES ENGINEER**

EQUIPMENT TRADING & CONTRACTING CO. W.L.L B-RING ROAD, DOHA

May 2018 - April 2020

- In charge of formulating optimal sales strategies to meet and surpass sales objectives.
- Execute the responsibilities of marketing and selling HVAC equipment while also devising tactics to enhance the sales team's growth.
- Handle responsibilities of visiting customer site to gather requirement and prepare proposals as per the requirement.
- In charge of performing site surveys to pinpoint problems and offer corresponding solutions.
- Perform responsibilities of selling HVAC products to contractors and large scale distributors.
- Responsible for taking appointment with potential customers as well as perform management of accounts.
- Responsible for negotiating and closing the deals
- Responsible of finding new products to the market which can generate sales.

▪ **QA/QC cum PRODUCTION SUPERVISOR**

NEWMATIC ENGINEERING COMPANY THRISSUR, KERALA, INDIA

July 2017 - December 2017

- Managing and controlling the Production of Machinery.
- Scheduling The Maintenance
- QA/QC Of New Machines
- Inspection And Diagnosis of Maintenance
- Controlling Inventory

EDUCATION

▪ **B.TECH MECHANICAL**

JYOTHI COLLEGE OF ENGINEERING THRISSUR, KERALA, INDIA

2017

- Calicut University
- NBA Accredited College (National Board Of Accreditation)
- NAAC Accredited College (National Assessment And Accreditation Council), Achieved CGPA 6.54

▪ **HIGHER SECONDARY EDUCATION**

CHALDEAN SYRIAN HSS THRISSUR

2013

- One Of the Top Ranking Schools Of Thrissur
- Achieved 76%

▪ **SECONDARY SCHOOLING**

ST. JOSEPHS MODEL HSS THRISSUR

2011

Completed With 86%

PROJECTS

MAIN PROJECT

This project is designed to assist bedridden individuals by providing automatic patient transfer over a versatile medical bed. With this innovative solution, caregivers will no longer need to exert physical effort when transferring patients from one bed to another. Additionally, patients themselves can easily utilize this feature. The project serves multiple functions as a medical bed, wheelchair, and stretcher, all of which are motorized to minimize the need for manual labor..

MINI PROJECT

This project aims to help save energy and make use of wasted energy from ceiling fans. The Custom Angle Ceiling Fan project allows for the conversion of regular fans into custom angle fans. By adjusting the angle of the fan, we can ensure that the air is directed to specific areas as needed.

ACHIEVEMENTS

- Secured 2nd in the event Techathon organized by Jyothi Engineering College Thrissur.
- Participated in Srishti organized by Jyothi Engineering College Thrissur.
- Participated and got Membership in SAE INDIA
- Attended international conference on Emerging Trends in Engineering and Technology.

PUBLICATIONS

- Published an international journal - Multipurpose Medical Beds
- Published an international journal - Custom angle ceiling fan.

DECLARATION

I affirm that the information provided above is accurate and truthful to the best of my understanding and belief.

ASISH JOHNSON