

MOHAMMED MUSHTAQ ALI

Mechanical Sales Engineer

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OBJECTIVE:

Seeking a Challenge Job for Dynamic and Esteem Organization where I can use my Functional, Analytical Skills and Domain Knowledge to Contribute in Growth and Success of the Organization.

PREVIOUS EXPERIENCE:

- Having 7 years of Field sales experience (2016-2022) & (2023–2024) as Mechanical Sales Engineer in Welding Consumables & Equipment's, Cutting, Drilling Products & Structural Steel sector.

PREVIOUS RESPONSIBILITIES & DUTIES:

- Reporting Sales and Marketing Manager.
- Exploring new business opportunities.
- Product Presentation-Technical through seminars & exhibitions.
- Scan the market for new projects and submit sales report and forecast to the management for their review/suggestion.
- Visiting the plants and meeting the end-users.
- Gathering the information of New Projects in the plant from the end-user.
- Daily Customer visits for business relation and future enquires.
- Gathering the information of the potential clients.
- Making cold calls to introduce the organization for the new Projects.
- Ensuring that the customers are satisfied with the service provided.
- Immediately responding to any customer query and offer suitable technical support.
- Preparing of quotations, Negotiating and finalizing the deals.
- Formulating sales and pricing strategy for assigned as well as new clients.
- Responsible for Freight, Accounts and Bidding.
- Achieving/ exceeding annual sales target.
- Preparing the Technical Proposal for bidding new projects.
- Coordinate with Technical Team for support.
- Attending conferences weekly and discussing Marketing Sales issues.
- Working as per the Purchase order standards and conditions.
- Coordinating with Estimation, Technical Department for the Bids.

EDUCATION:

Education	Collage/University	Year of Passing
Bachelor of technology (Mechanical Engineering)	Jawaharlal Nehru Technology University –Hyderabad, India.	2015
Intermediate Education	State Board Of Intermediate Education, Hyderabad, Andhra Pradesh, India.	2011
Secondary Education	State Board Of Secondary Education – Andhra Pradesh, India.	2009

PRODUCTS AND BRANDS DEALS WITH 6 YEARS (2016-2022):

- Hyundai Welding Consumables (Welding electrode, flux core wire, stainless steel rods and wire – Korea/Vietnam/china)
- Arclinc Mig wire, welding gloves and Welding Accessories. – China/Pakistan.
- Orbitalum Cutting, beveling and welding machines (which are used in food and Pharma plant forcutting and welding high purified stainless steel pipes - Germany).
- Promotech Drilling and beveling machines (Magnetic drilling machine, hydraulic punching machine, beveling machine and column and boom machine - Poland)
- Jasic Welding machines (China).
- Koike Pipe and plate cutting machines (Plasma, Cnc etc. - Japan).

PRODUCTS AND BRANDS DEALS WITH (2023 – 2024):

- ESAB Welding Machines, consumables and its accessories.
- HYPERTHERM
- Structural Steel Products.

TRAININGS:

- Training provided to study of Hyundai Welding Consumables and their Uses.
- Training Provided to Study and Working of Jasic Welding Machines (Stick, Tig, Mig air/water cooling).
- Training Provided to study and working of Promotech Magnetic Drilling Machine, Portable Hydraulic Punching Machine, Beveling Machine, and Welding Carriages.
- Training Provided to study and working of Orbitalum Cutting, beveling and welding machines
- Training Provided to study and working of Koike Pipe Cutting Machine, Hole Cutting Machine, Plate Cutting Machine and Hand Cutting Machine.

CERTIFICATES AWARDED:

CERTIFICATES	DESCRIPTION	Year
Certificate of merit	Scored first position in paper presentation contest Sameesha 11	FEB-2012
Certification of participation	Certification of participating in the event paper presentation in Sameesha 11	FEB-2012
Certificate of merit	I won second price in the event of cricket held on the occasion of balaji sports and cultural fest-2014	MAR-2014
Certification of participation	I have successfully participated in i -touch robotic arm workshop, conducted by nvision 2014, the annual technical fest of IIT Hyderabad and technophila systems	SEP-2014
Certification of completion - south central railway	I have completed the project on the cylinder head in diesel loco shed, khazipet.	MAY-2015

PROJECTS WORKED ON:

1. SWCC PROJECT :

I have sold almost 300 tons of E6010 & E7010 welding electrodes for root and hot pass in the water pipeline project and for the fill and cap I have sold them E71T1-C1A2 almost 200 tons.

2. RIYADH METRO:

The BACS consortium is the responsible for the design and build of Lines 1 and 2 of the Riyadh metro network. These two lines will form part of the six-line metro system that will run for a total length of 176 kilometers across the city and includes 85 stations. I have worked very hard and got the approval for our brand and then I have supplied E6013, E7018, E8018, ER70S-6 and E71T-1 for almost 28 stations.

3. RIYADH METRO:

I have also supplied very special type SS welding electrode and wire (7.5, 12.5, 15 kg spool and 250 Kg drum) for the iconic station canopy which is also known as a stainless-steel bowl.

4. METAL & STEEL FABRICATORS :

I have developed very huge customer base in central provision where I used to supply them different types of welding electrodes and welding wire as per their requirement. I was selling almost 2 to 3 million Saudi Riyal of welding consumables in a year.

STRENGTH:

- Able to work independently with minimal supervision within limits of authority.
- Excellent skills in written and oral communication English.
- Able to work under pressure Hardworking, quick learner, trustworthy and honest.
- Proven ability to think critically
- Excellent organizational skills and attention to detail

COMPUTER SKILLS:

- MS Windows & MS office.
- Email (Outlook, G mail, and Yahoo).

- Oracle, Focus, Docuware, sales force & Social Media Management.

PERSONAL PROFILE:

Father's Name	:	Mohammed Masoom Ali
Date of Birth	:	02 nd February, 1994
Gender	:	Male
Nationality	:	Indian
Languages Known	:	English, Hindi, Urdu, and Telugu.
Marital Status	:	Married
Driving License	:	Valid Indian, Saudi and Qatar.
Notice Period	:	Immediate