

MR. ABIN MATHEW PADIYARA

Sales Engineer

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SUMMARY

Sales professional with 10 years of diversified experience in strategic selling of Services and Products, including Desalination, Chemicals. MBA in International Business with a proven track record of driving revenue growth, building long-term client relationships, sales plan execution and ensuring operational efficiency.

KEY ACHIEVEMENTS

Secured and maintained 1.5 million QATAR RIYAL in annual sales revenue for water treatment Products and chemicals. Negotiated contracts with key clients, resulting in increased customer loyalty. Implemented tailored water treatment solutions, leading to significant cost savings for clients.

SKILLS

Sales & Negotiation | Relationship Building | Communication | Technical Knowledge | Team Leadership | Microsoft Office 365 | Zoho CRM |

PROFESSIONAL EXPERIENCE

DEWCHEM Trading & Contracting
Sales Engineer

Qatar
August 2023 - Present

- Generated and maintained 1.5 million QATAR RIYALS in annual sales revenue through strategic selling of products and service of water specialty chemicals and related products.
- Negotiated and finalized contracts with key clients, ensuring favorable terms for both the company and customers, leading to increased customer loyalty.
- Developed and implemented customized water treatment solutions utilizing chemical dosing systems, resulting in significant cost savings and improved operational efficiency for clients.
- Established and nurtured long-term client relationships through exceptional customer service and effective communication, resulting in a high rate of repeat business.
- Streamlined the product registration and approval process, accelerating market entry and expanding market share for the company's water treatment chemicals.
- Established a new department focused on providing comprehensive AMCs for various water solutions, ensuring achievement of sales targets, profitability, and effective resource utilization

REACH Employment Services

For FEWA (Federal Electricity and Water Authority)

UAE

Assistant Sales Manager

February 2018 –April 2023

- Coordinated sales of dosing pumps, chemicals, and filters for water desalination plants, ensuring timely delivery and customer satisfaction.
- Played a key role in promoting and developing project sales of mechanical products, including pumps for various water utility solutions and dosing and disinfection pumps.
- Analyzed client requirements and tender specifications, designing appropriate schemes and selecting equipment accordingly, resulting in successful project approvals.
- Collaborated with multiple departments, including services, engineering, contracts, logistics, and procurement, to achieve high levels of customer satisfaction and operational efficiency.
- Managed and updated the customer database, facilitating efficient communication and sales tracking, contributing to improved sales performance and customer relationship management.

Gulf Eco Friendly Services

For SEWA (Sharjah Electricity and Water Authority)

UAE

Plant Operator and Sales Coordinator

October 2014- December 2017

- Operated water desalination plants and transitioned to a sales role, effectively selling a range of chemicals for water purification, including Antiscalant, sulfuric acid, antifoams, and amines.
- Demonstrated strong selling skills in water treatment specialty chemicals, contributing to increased sales revenue and market penetration.
- Facilitated the registration and approval of company products with key stakeholders, including consultants, clients, end-users, and facility management companies, expanding the company's product reach and market presence.
- Successfully undertook additional assignments provided by management to support business objectives, demonstrating flexibility and dedication to achieving organizational goals.
- Utilized advanced PC skills and proficiency in MS Word, Excel, and PowerPoint to streamline procurement processes, reducing lead times by 20%. Demonstrated a strong sales mentality and customer focus to drive direct sales success and foster long-term relationships

EDUCATION

Master of Business Administration in International Business

Westford University College

2018

PGDM in International Business Management

Cambridge International Qualification

2018

BSc in Aircraft Maintenance Engineering

Singhania University

2012