



# AVEEN ALATT V

## SALES ENGINEER



### PHONE

+974 50096911



### EMAIL

avion.av@gmail.com



### LOCATION

Old Airport, Al Zaituna Street  
933, Zone 45, Doha, Qatar

## LINKEDIN

[linkedin.com/in/aveen-alatt-238a99231](https://www.linkedin.com/in/aveen-alatt-238a99231)

## ACADEMIC CREDENTIAL

2007

**BACHELOR OF ENGINEERING IN  
MECHANICAL ENGINEERING**

Anna University, India

## CERTIFICATIONS

- **SOURCING AND PROCUREMENT  
IN SAP S4 HANA.**
- **NEBOSH- INTERNATIONAL  
GENERAL CERTIFICATE – INDIA**
- **CERTIFIED IN PRODUCT DESIGN  
[AutoCAD & SolidWorks] - INDIA**

## KEY SKILLS

- Technical Sales
- Business Development
- Customer Relationship  
Management (CRM)
- Solution Selling
- Sales Forecasting
- Product Demonstrations
- Technical Proposals
- Cost-Benefit Analysis
- Market Research
- Engineering Solutions
- Team Leadership
- Time Management
- Problem Solving
- Event Planning Skills
- Communication Skill

## CAREER SUMMARY

Results-driven Sales Engineer with extensive experience in providing technical solutions and driving sales in the oil and gas, construction, and automotive industries. Skilled in analyzing customer requirements, preparing cost-effective proposals, and delivering product demonstrations to secure new business. Proficient in utilizing ERP systems, technical design tools, and sales strategies to exceed revenue targets while maintaining strong client relationships. Adept at coordinating with cross-functional teams to ensure seamless project execution and customer satisfaction. Committed to leveraging technical expertise and market insights to support organizational growth and deliver innovative solutions.

## PROFESSIONAL EXPERIENCE

Oct 2022

–  
Present

### SALES ENGINEER

Rapid Supplies Trading W.L.L Salwa Road-Qatar

- Developed and implemented marketing strategies and sales forecasts.
- Managed annual sales quotas and projected sales volumes for products.
- Designed field sales action plans to support national sales programs.
- Analyzed supply-demand trends and competitor activities to optimize sales.
- Prepared and presented detailed sales reports and data-driven insights.
- Utilized Odoo ERP for managing customer and sales data.
- Conducted technical product demonstrations for clients and partners.

Aug 2018

–  
Sep 2022

### SALES ENGINEER

Stop Station Car Services W.L.L, Qatar

- Provided technical solutions and adaptations to meet customer needs.
- Conducted cost-benefit analyses for customer service enhancements.
- Prepared detailed cost estimates and engineering proposals.
- Coordinated with technical teams for engineering changes and customer orders.
- Monitored engineering trends to improve product application strategies.
- Created comprehensive sales engineering reports based on technical data.
- Advised clients on material or equipment changes to improve performance.

Aug 2014

–  
Apr 2018

### SALES ENGINEER

Mezcal Security Vehicles Co., Dubai, UAE

- Delivered technical product presentations to prospective customers.
- Assessed system requirements through client consultations.
- Modified products to align with customer specifications.

SOFTWARE SKILLS

- Microsoft Office
- Odoo (ERP Software)
- AutoCAD
- Primavera P3
- Tally
- Solid Works
- SAP MM

MULTINATIONAL EXPERIENCE

- Qatar
- Dubai, UAE
- Kuwait
- India

LANGUAGE KNOWN

- English
- Hindi
- Malayalam
- Tamil

PERSONAL DETAILS

Nationality : Indian  
DOB : 07.04.1985  
Gender : Male  
Marital status : Single  
Qatar ID : 28535671113  
Driving License : Valid UAE & Qatar

- Researched and developed custom products to meet market demands.
- Secured and renewed customer orders, ensuring timely deliveries.
- Diagnosed and resolved issues with installed equipment.
- Recommended cost-effective machinery and materials to clients.

May 2012 – Jun 2013 | **SALES ENGINEER**  
Al Mashaan General Trading & Contracting Co., Kuwait

- Provided pre-sales technical support for client requirements.
- Developed technical design plans, including configurations and diagrams.
- Coordinated with account representatives for proposal preparation.
- Conducted proof-of-concept evaluations and product pilot projects.
- Delivered product demonstrations at industry events and trade shows.
- Created training materials for product and solution implementation.
- Supported RFI/RFP responses with technical specifications.

Feb 2008 – Mar 2012 | **ASSISTANT TECHNICAL ENGINEER**  
Hilden Machines Pvt. Ltd, Mumbai, India

- Managed design development and approval processes for projects.
- Reviewed technical drawings and ensured alignment with project timelines.
- Prepared and monitored method statements for construction activities.
- Coordinated technical queries and clarifications with clients and consultants.
- Supervised and ensured compliance with quality and safety standards on-site.
- Assisted in subcontractor management and resolving technical deviations.
- Conducted quantity take-offs and prepared estimates for tenders.

DECLARATION

I hereby declare that the above particulars of facts and information stated are true, correct and complete to the best of my belief and knowledge.

AVEEN ALATT V