

AKHIL SATHEESH

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PROFILE

Results-driven Sales Engineer with a proven ability to bridge the gap between technical and commercial aspects of sales. Proficient in building strong relationships with customers, identifying new business opportunities, and delivering technical sales presentations to drive business growth.

EDUCATION

Bachelor's degree in Mechanical engineering 2017 - 2020
VISAT College of Engineering, India

Diploma in Mechatronics 2014 - 2017
Nettur Technical Training Foundation (NTTF), India

SKILLS

- Communication
- Sales strategy
- Lead generation
- Technical sales and Negotiation
- Customer Relation
- CRM Software
- MS Office (Word, Excel, Outlook & Power Point)
- Problem solving

WORK EXPERIENCE

Sales Engineer – Mechanical Division 06/2024 - Present
Zaghmi Technical Trading, Riyadh

- Supported sales of specialized Mechanical solutions, including Chemical & mechanical anchors, Passive fire protection systems, Steelwork connections, industrial sensors and Access systems for safe work at height in Riyadh region.
- Partner with Engineers, contractors, Procurement teams and projects managers to evaluate their needs, recommending solutions like chemical anchors for high load application and Lindapter for strong steel work connection without welding and drilling.
- Conducted Project site visit to understand customer needs and Provide solutions by delivering technical presentations and hands on demonstrations.
- Build and promote strong, long-lasting client relationships by partnering with them and understanding their needs.
- Brands Handled;
 - Lindapter, UK: Steel work connectors without welding and drilling
 - SVT, Germany: Passive fire protection system
 - Bossong, Italy: Chemical & Mechanical anchoring system
 - Darhan, Turkey: Modular support system, seismic bracing elements and vibration isolators
 - Fortal, France: Access systems for safe work at height
 - Trafag, Switzerland: Industrial Sensors

Sales Engineer

05/2021-12/2023

M H Al Mahroos B.S.C, Bahrain

- Oversee sales of Premium power tools (Makita), Construction equipment (Imer concrete mixers, Mikasa Compactors), Power generators (Yamaha and Kirloskar) and contributing 25% regional sales growth over two years.
- Developed customized sales presentations and proposals, leveraging CRM data to address unique client needs.
- Engage with contracting companies, Procurement teams, Traders and distributors to access technical needs, and delivering customized solutions.
- Collaborate with spare parts and service teams to provide comprehensive customer support for selling products, ensuring timely availability of replacement components and technical assistance, reducing client downtime by 20%.
- Brands Handled;
 - Makita, Japan: Power Tools and accessories
 - Imer, Italy: Construction machinery and equipment
 - Mikasa, Japan: Construction equipment
 - Yamaha, Japan: Power generators
 - Kirloskar, India: Heavy duty industrial generators

Trainee Engineer

11/2020 - 01/2021

L&T Engineering Academy, India

- Conducted site visits to gain practical experience in construction and project management.
- Participated in training programs, workshops, and seminars to enhance technical and soft skills.
- Worked on individual assignments, products simulations and undergo various technical as well as non-technical exercises.
- Developed problem solving abilities, teamwork skills, and communication skills.

LANGUAGES

- English (Proficient)
- Malayalam (Native)
- Hindi (Intermediate)

DRIVING LICENSE

- Indian Driving License
- Bahrain Driving License
- Saudi Arabian Driving License