

MOHAMMAD SALMAN ANSARI

SALES AND OPERATIONS SPECIALIST / TECHNICAL SALES

PHONE | +91 7710907599
EMAIL | salmanansari974@gmail.com
LOCATION | Male', Maldives
EXPERIENCE | 5 years 8 months
NATIONALITY | Indian
LANGUAGES | English, Hindi

Key Skills

- SAP
- Management
- Report Preparation
- Sales Analysis
- Project Management
- Project Sales
- Technical Sales
- Technical Services
- Technical Support
- Customer Relations
- Customer Management
- Lead Generation

Online Profiles

- [LinkedIn](#)

Certification

Root Cause Analysis - Lube Refinery Plant

Hindustan Petroleum
Refinery
Does not expire

Appreciation

Work Experience

Sales and Operations Specialist / Technical Sales

AIMA Construction Pvt Ltd, Male', Maldives
Feb 2025 - Present

As a Technical Sales Engineer and Construction Solutions Provider in the Maldives, I offer expert guidance and highperformance solutions to clients in the construction and resorts projects. I specialize in DeWalt, Stanley, Black & Decker and Hikoki. I help businesses achieve maximum productivity with tailored solutions.

- Construction Solutions: Provide customized technical solutions for construction and resorts projects, focusing on power tools, hand tools and accessories.
- Product Expertise: Offer indepth knowledge of DeWalt, Stanley, Black & Decker and Hikoki power tools for efficient project execution.
- Sales & Technical Support: Assist in selecting the right products, ensuring proper application and seamless integration into projects.
- Troubleshooting & Optimization: Resolve technical issues and optimize machinery and systems for peak performance.
- Training & Demonstrations: Conduct product demos and training sessions to ensure safe and effective usage of power tools

Bharat Petroleum Refinery

Does not expire

Sales Operations

LinkedIn

Does not expire

Assistant Manager - International Sales (MENA)

Advanced Bolting Solutions Pvt Ltd, Navi Mumbai, India

Jun 2024 - Oct 2024

- Drive growth and operational excellence in the bolting solutions sector, achieving significant sales growth.
- Lead market expansion initiatives, enhancing company presence and market share.
- Oversee nationwide sales operations and optimize distribution channels for efficiency.
- Provide technical expertise on bolts, nuts, studs, and torque tools, ensuring client satisfaction.
- Mentor a highperforming sales team to meet business objectives and foster accountability.
- Ensure compliance with industry standards and regulations, maintaining quality and safety.
- Build strong customer relationships, delivering tailored solutions and enhancing loyalty.

Business Development Executive - ME & EU

Tritorc Equipments Pvt Ltd, Thane, India

Dec 2023 - May 2024

- Cultivated strong relationships with clients across various sectors, including heat exchangers, condensers, and boilers, in markets such as India, Europe, UAE, Kuwait, Qatar, Oman, and KSA.
- Coordinated with the production team to ensure timely delivery of tube tools, exceeding customer expectations, and meeting tight deadlines.
- Collaborated with business development, design, and marketing teams to identify new sales opportunities and enhance product offerings.

- Achieved and surpassed sales targets by implementing effective sales strategies and engaging with clients to understand their needs.
- Provided exceptional customer service and support, resulting in increased customer satisfaction and repeat business.

Project Manager

Electronics Devices Worldwide Pvt Ltd,
Mumbai, India

Jan 2023 - Dec 2023

- Developed and managed daily timeline reports to meet customer requirements for SPM (Special Purpose Machine) production.
- Analysed manufacturing workflows and BOM (Bill of Materials) items from vendors to ensure adherence to production timelines.
- Planned, organised, and directed daily operations to optimise efficiency in the production process.
- Prepared and implemented action plans for machine assembly, effectively utilising manpower resources.
- Troubleshoot production issues and devised actionable strategies to enhance productivity rates of SPM machines.
- Coordinated with sales, purchasing, welding, and design teams to accelerate workflows and improve machine dispatch times.

Senior Project Engineer

Forbes Marshall Pvt Ltd, Mumbai, India

Nov 2019 - Dec 2022

- Conduct comprehensive energy audits and prepare detailed summary reports to identify conservation opportunities.
- Monitor and sustain steam traps, enhancing system efficiency, and reducing operational costs.
- Manage site operations for multiple projects,

ensuring seamless execution and adherence to timelines.

- Build and maintain strong customer relationships to address energy management needs and deliver effective solutions.
- Perform site studies to assess energy conservation potential and optimize process systems.
- Oversee the management of nine units within the lube refinery, ensuring compliance with safety and efficiency standards.
- Implement energy conservation initiatives focused on steam engineering and process optimisation.

Education

Bachelor of Technology/Engineering - Mechanical

2019

Mumbai University, India

Profile Summary

Experienced Mechanical Engineer with 5+ years in technical sales, project management, and international business development across construction, oil & gas, and industrial tools. Skilled in power tools (DeWalt, Stanley, Hikoki), bolting solutions, and steam systems. Strong exposure to Gulf markets with proven success in delivering customized solutions, boosting sales, and managing projects efficiently. Recognized by BPCL & HPCL for technical excellence. Seeking growth opportunities in the GCC region & European countries.