

Sajan Gupta
Sales Engineer

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OBJECTIVES : Seeking a challenging job for Dynamic and Well Esteemed Organization where I can use my functional, analytical and domain knowledge to contribute in growth and success of the organization.

EXPERIENCE

- ❖ Bhatia Tools and Technology-Sales and Documentation Engineer(December 2019 - December 2020)
- ❖ Applied Engineering Services - Senior Sales Engineer(March 2021 - August 2023)
- ❖ Apex Gulf Trading LLC Dubai(November 2023-February 2025)
- ❖ Tritorc Fzc Sharjah-Sales Engineer-Export Market(March 2025-Present)

PRESENT & PAST COMPANY JOB RESPONSIBILITIES:

- Searching for new clients who could benefit from our products in African Countries such as South Africa,Mozambique,Tanzania and Kenya.
- Preparing and providing technical submittals.
- Recording and maintaining clients contact data.
- Understanding the customers projects requirements and providing accordingly.
- Supporting marketing by attending meetings,conferences and other marketing events.
- Making technical presentations and demonstrating how a product will meet clients needs.
- Coordinating with other members of the sales team and other technical experts.
- Solving clients problems.
- Searching for a new clients which could benefit from our products.
- Travelling to visit potential clients.
- Establish new and maintaining relationships with existing customers.
- Regular follow up for payment and sales.

PRODUCTS & BRANDS DEALT WITH :

- Enerpac(Hydraulic and Bolting Tools,Usa)
- Tritorc(Hydraulic Bolting Tools/Machining Tools)
- Gedore(Torqueing Tools,Germany)
- Stanley Black & Decker-Dewalt(Handtools and Powertools,Usa)
- Stahlwille(Torqueing Tools and Hand Tools,Germany)
- Snap On Tools(Torqueing Tools and Hand Tools,Usa)
- Facom(Torqueing Tools and Hand Tools,France)
- Bosch(Power Tools,Germany)
- Usatco(Pneumatic Tools,Usa)
- Chicago Pneumatic(Pneumatic Tools,Usa)
- Mitutoyo(Measuring Instruments,Japan)

- Suhner(Abrasives,RotarryBurrs,Usa)
- ATA(RotarryBurrs,Ireland)
- Fluke(Testing Equipments,Usa)
- Tensitron(Cable Tensiometers,Usa)
- Langa(Ground Support Equipments,Spain)
- Electroair(Ground Support Equipments,Estonia)

INDUSTRIES HANDLED

- Iron and Steel Industries
- Indian Railways
- Power Industries
- Cement Industries
- Oil and Gas Industries
- Paper Industries
- MEP Industries
- Construction Industries

EDUCATIONAL QUALIFICATIONS

| Educational Qualifications | College/University | Years of Passing |
|-----------------------------------|---|-------------------------|
| BE in Mechanical | Acharya Institute of Technology,Bangalore | 2019 |
| Class 12 | St.Xavier's School,Ballia | 2015 |
| Class 10 | Siddhartha Boarding Higher Secondary School,Damak | 2013 |

PROJECTS: Design and Fabrication of Waste Paper Recycling Dustbin.

SKILLS:

- 3d Design softwares such as Catia,Unigraphics-Nx,Autocad etc.
- Ms-word,Ms-Excel,Ms-Powerpoint etc.
- Crm Softwares such as Pact,Zoho.

STRENGTH:

- Hardworking in Nature.
- Entrepreneurship Nature.
- Curious in learning new things.
- Positive Thinking.

PERSONAL PROFILE:

Fathers Name: Rabindra Shah

Date of Birth: 20th July,1996.

Gender: Male

Nationality: Indian

Religion: Hinduism

Marital Status: Unmarried

Languages Known: English,Hindi,Nepali,Bengali,Bhojpuri

UAE Driving License: Automatic(4871896)