

# SIVACHANDRAN

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## SENIOR CHEMICAL SALES ENGINEER

**PROFESSIONAL SUMMARY:** To continue my experiences, innovative ideas, knowledge and hard work to implement a system “Best in Practices”, this will help the Organization for the growth and overall efficiency.

- Proven track record in strategic planning, sales, revenue & profit maximization and sales planning.

### PROFESSIONAL SKILLS

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|------------------------|-------------------------|---------------------------|
| ➤ Sales & Marketing    | ➤ Product Training      | ➤ Relationship Management |
| ➤ Revenue Maximization | ➤ Planning & Scheduling | ➤ Vendor Development      |
| ➤ Product Promotion    | ➤ Costing               |                           |

### PROFESSIONAL EXPERIENCE

#### Petrovision International Ltd, Muscat, Oman

**SINCE April-2024**

##### Senior Chemical Sales Engineer

- Responsible for water treatment Chemicals and Plastic Additives business in Oman region.
- Perform technical presentations and demonstrate superiority of product and trial conduction at customer facility.
- Supplying of Plastic additives such as Antioxidants, TiO2, Colorants, PVC Stabilizers.
- Perform and study the water parameter analysis for AMC and Non-AMC customers and technical suggestion based on the test results for boilers, RO, Chiller and swimming pools.
- Working with contractors and customers for complete project execution of Reverse Osmosis plant and Water softener systems.
- Negotiation with customers on technical and commercial matters.
- Identify potential clients and plans territory coverage to ensure maximum market penetration.
- Maintaining relationships with existing customers for better revenue generation.

#### Alba International Pvt Ltd (The Cyprea Group), Maldives

**JAN-2021 to Mar 2024**

##### Chemical Sales Engineer

- Responsible for entire chemical sales business and acting as point of contact for supplying all the chemicals to luxurious resorts around Maldives region.
- General Sales leads for the products & services in all aspects of the water and wastewater treatment.
- Prepare technical and commercial proposals.
- Perform technical presentations and demonstrate superiority of product / services that meets / exceeds client needs, Solutions offered through well-renowned principals like Veolia, Ion Exchange India, HTH & Others.
- Sales target achievement, Quotation generation, Invoicing.
- Knowledge about import, Selection of vendors and negotiating with them in terms of quality and price.
- Knowledge about competitors, Market analysis and product finalization with vendors.

- Sales planning and Material Planning.
- Traveling to the resorts to check the water quality and modify the chemical dosages if necessary.
- Develop and implement sales and marketing strategies to improve the business, **resulting to \$5,65,000 sales value generation.**
- **Chemicals Handling: Swimming Pool, SWRO, Boiler & Cooling Tower Chemicals**

#### PAST EXPERIENCE

**Synergistix India Pvt Ltd, Chennai**

**Oct 2016 to Jan 2021**

#### **Technical Sales Executive**

- **Products Handled: Plasticizers, PVC Kickers and PVC Stabilizers, Lubricants & Specialty Additives.**
- Providing technical support and guidance to the customers in qualifying the grades and fine tuning the recipe.
- Taking trials at customer's site for new product development and replacing the competitor's grade.
- Knowledge and practical experience of different capacities of Injection Molding machines, Kneaders and Extrusion machines.
- Competitors heat stabilizers sample evaluation and sharing the thermal stability data with customers.
- Monitoring the sales activities and achieve sales target.
- Monitor the competitor's activities and discuss on the strategy with the management to address the shortcomings
- Maintain the relationship with customers and ensure timely support and information,
- Interact with customers and understanding their needs accurately and suggest them to the correct product with the help of principals.
- Approaching customers by direct visit and explaining the products through presentations and getting orders.
- Cold calling to arrange meetings with prospect customers for new business.
- Responding to incoming email and phone enquiries, Gathering market and customer information.
- Handling various global major's specialty products like antioxidants, UV Stabilizer's, Conductive Carbon, Graphite's, peroxides and rubber to metal bonding agents.
- Took part in many trade shows and gathered new prospects.
- In result of above successfully generated the sales value of **INR 2Million.**

**HWASEUNG MATERIALS INDIA LTD(HSMI), CHENNAI**

**June 2014 to August 2016**

#### **JUNIOR ENGINEER**

- Knowledge about machines like Kneader, Two roll mill, Compression Molding Machines.
- Knowledge about Hot and Cold feed Extrusion and follow up continuously in production line while taking new trial, Recipe modification, alternate source.
- Good knowledge in Raw material testing machines like (Carbon Sieve tester, Densimeter, Melting point tester, Carbon black Pellet hardness tester, Mooney & Rheometer, UTM, Moisture Analyzer)
- Significantly contributed to develop low-cost Sponge, Solid compounds, engine mountings & Molded Goods.
- Having experience in the Intermixer with the high capacity of 190L.
- Handled various Polymer, Process aid, Accelerator, and rubber additives for developing new compounds as per the customer requirements.
- Allotted and working in the department: **Development.**

### **Overseas Exposure:**

- Have Visited **China** in the month of April'19 to attend **ChinaPlas2019 Exhibition** and principal technical conference
- Visited **Tukey** for the new **18m3 capacity RO plant inspection** along with client.

### **EDUCATION**

- **Bachelor of Technology (Polymer Technology)**, Kamaraj College of Engineering and Technology, 2014

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### **TECHNICAL SKILLS**

- ◆ MS Office Package (Word, Excel and PowerPoint),
- ◆ **Enterprise Package Solutions** : SAP, Sales Force
- ◆ **Operating Systems:** Windows

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**Date of Birth:** 7<sup>th</sup> April 1993

**References:** Available on request