

**SALES ENGINEER**

5 + years' experience as sales professional with a Fortune 500 Company, Client relationship management, Partnership & Negotiation. Proficient at closing deals single handedly. Highly skilled professional with hands on experience in developing strategies, relationship & increasing profitability. Having National as well as international experience of sales.

**KEY SKILLS**

Client relationship management; Business development; Project Management; Negotiations; Teamwork

**Experience****SPX Flow Technology (I) Pvt Ltd. (2013-Present):****Responsibilities as Sales Engineer for India (2017-Present):**

- Working with highly responsible section of our country (i.e. Indian Navy & Indian Coast Guard)
- Develop competitive sales strategies for deeper market penetration.
- Responsible for executing overall business plan, lead generation and meet Revenue Targets.
- Possess drive, motivation and acute attention to detail in ensuring all sales opportunities are captured and explored.
- Planning & Conceptualizing: Planning & conceptualization of innovative ideas/ways in order to increase the business by keeping tab on the competition.
- Generating new business by preparing marketing strategies & implementing them in coordination with the Branding Division.
- Worked for both the sections i.e. Original Equipment Sales & Spares Business
- Had initiated with Rate contracts for easy flow of repeat orders.

**Responsibilities as Project Engineer (2016-17):**

- Determining project specifications by studying product design, customer requirements and performance standards; completing technical studies; preparing cost estimates.
- Determining project schedule by studying project plan and specifications; calculating time requirements; sequencing project elements.
- Maintaining project schedule by monitoring project progress; coordinating activities; resolving problems.
- Controls project plan by reviewing design, specifications, and plan and schedule changes; recommending actions.
- Developed executive presentations and reports to facilitate project evaluation and process improvement.
- Implemented a set of comprehensive tracking processes to monitor Marine Pump Project performance. Initiated meetings with different departments (Design, Purchase, Finance, Production, Manufacturing & Testing) for decreasing lead time of the product.

**Responsibilities as Sales Engineer for SEA Region (2015-2016):**

- Initiated with new vertical i.e. South East Asia region (includes Singapore, Malaysia, Vietnam & similar regions)
- Generating Dealers/ Channel partners in that region for regular supply & got lead of almost 25 different small & big projects in a year

- Initiated inviting dealers & customers at our premises to help them understand product and built trust for future.

#### **Responsibilities as Sales Intern (2013-2015):**

- Started understanding marketing strategies of the firm & learned about the product
- Had initiated working on potential Private ship builders and small-scale industries for generating inquiries
- Cold calls to existing customers; wherein we had not received any RFQ for further business
- Ensured superior customer experience by addressing/acknowledging customer concerns, demonstrating empathy & managing quick support for urgent base enquiries.

#### **Skills**

- Technical Skills: Knowledge of Microsoft Word, Excel, PowerPoint
- General Skills: Verbal Communication, Problem-solving skills, Analytical skills, Documentation skills

#### **Education**

- Google certified course “The fundamentals of Digital Marketing”
- Completed master’s in Electronics engineering from Gujarat Technological University with 7.6 CGPA