



# VISHNU SEKHAR

MECHANICAL ENGINEER

## PROFILE

To obtain a challenging position in a high quality engineering environment where my resourceful experience and academic skills will add value to organizational operations.

## EMPLOYMENT HISTORY

**SALES ENGINEER / Middle East Pump Company** February 2020 - May 2021

**W.L.L**

Doha, Qatar

- Prepared cost estimates and bid documents by studying customer RFPs and consulting with project managers.
- Contributes to sales engineering effectiveness by identifying short-term and long-range issues and recommending courses of action.
- Captured opportunities for additional sales during project implementation and rollout with existing accounts.
- Analyzed market trends, competitor performance and product strengths.
- Submitted booking forecasts, monthly highlights and CRM entries.
- Gained customer acceptance by demonstrating cost reductions and operations improvements.
- Provided input for overall bookings forecasts for assigned accounts.
- Identified and supported resale opportunities to achieve sales plans.
- Provided technical troubleshooting and problem solving for clients with installed equipment or system issues.

**Jnr SALES ENGINEER / TFT Pump Ltd (Main Branch - Middle East Pump Company W.L.L)**

August 2019 - January 2020

Coimbatore, Tamilnadu

- Pre-Sales of Dewatering Pumps.
- Completed paperwork, recognizing discrepancies and promptly addressing for resolution.
- Proved successful working within tight deadlines and fast-paced atmosphere.
- Delivered exceptional level of service to each customer by listening to concerns and answering questions.
- Used Microsoft Word, Excel and other software tools to create documents and other communications.
- Actively listened to customers' requests, confirming full understanding before addressing concerns.
- Resolved conflicts and negotiated mutually beneficial agreements between parties.

## PERSONAL INFORMATION

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## PROFESSIONAL SKILLS

REVIT

★★★★☆

AUTOCAD

★★★★☆

SALES & MARKETING

★★★★☆

## LANGUAGES

ENGLISH

★★★★★

HINDI

★★★★☆

MALAYALAM

★★★★★

TAMIL

★★★★☆

## SOFTWARES

- REVIT MEP
- AUTOCAD
- MICROSOFT OFFICE

## EMPLOYMENT HISTORY

**SERVICE SUPERVISOR / Global Suzuki Motorcycle** May 2018 - January 2019  
Palakkad, Kerala

- Handled customer complaints and inquiries.
- Assisted with training and development of team members.
- Maintained customer satisfaction with forward-thinking strategies focused on addressing customer needs and resolving concerns.
- Monitored team's performance and gave feedback when necessary.
- Developed community reputation through commitment to customer satisfaction and strong client relationships.

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## EDUCATION

**B.E MechanicalEngineering / Hindustan College of Engineering And TechnologyAnna University** July 2015 - May 2018  
Coimbatore,Tamilnadu

**Diploma in MechanicalEngineering / Hindustan Polytechnic College** June 2012 - April 2015  
Coimbatore,Tamilnadu

**Science / K.K.M.H.S.S** June 2010 - March 2012  
Palakkad, Kerala

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## CERTIFICATIONS

- REVIT MEP
- HVAC DESIGN

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## PROJECTS

**Investigation on the effect of Aerodynamic Shape of Hybrid Vehicle using Computational Fluid Dynamics / Hindusthan college of engineering and technology** October 2017 - March 2018  
Coimbatore,Tamilnadu  
Project Area : Automobile  
Designing Software: Creo  
Project Role: Design and Fabrication

## PROJECTS

**Design and Fabrication of Automatic Reverse Locking System in Four Wheeler / Hindusthan college of engineering and technology**

November 2016 - April 2017

Coimbatore,Tamilnadu

Project Area : Automobile

Designing Software: AutoCAD

Project Role: Design and Fabrication

**Design and Fabrication of Spring end Grinding Machine / Hindusthan Polytechnic College**

November 2014 - March 2015

Coimbatore,Tamilnadu

Project Area : Manufacturing Technology

Designing Software: AutoCAD

Project Role: Design and Fabrication

**Design and Fabrication of Go-kart Racing Vehicle / Hindusthan college of engineering and technology**

February 2017 - January 2018

Coimbatore,Tamilnadu

Project Area : Automobile

Designing Software: AutoCAD

Project Role: Design and Fabrication

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## ACHIEVEMENTS & AWARDS

- ISIE GO-KARTING [INDIA] : Participated in INDIAN KARTING RACE [IKR] 2018.Organized by Imperial Society of Innovative Engineers [ISIE INDIA] held at Buddy International circuit , Galgotias University.
- BAJA SAE INDIA : Worked as a shadow team member for the Designing and Fabrication of BAJA SAE INDIA 2016