**NISSIM RAJAN**

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**Experience Summary**

* 21 Years of experience in selling paints in India and Sultanate of Oman.
* Expertise in Contract Management. Executed various projects in Power plant, PDO, Bridges, Multi-storeyed building, Stadiums, Malls, Airports & Various types of screed coatings and Auto coatings for Ministry of Defence (camouflage coatings paint systems).
* Knowledge in product specifications, Vendor approval and Technical service (Apply and Supply).
* Knowledge of National Paints Automotive paint systems(Numix).
* Good Intraction with auto body builders in Oman.
* Well exposure in Protective coatings, Decorative, Wood coatings,Fire Retardent Coatings and Automotive OEM markets.
* Have the motivation to take independent responsibility as well as the ability to lead the team.
* Good ability to communicate with clarity of idea, ability to listen and understand.
* Participated in Sales Training organized by National Paints-Protective-Decorative- Auto finsh (Numix) Coatings.
* Good knowledge of Bridges paint systems epoxy and pu floorcoatings with screed and with out screed.
* Good knowledge of surface preparation like acid etching,epoxy coating, pu coatings, solvent free coatings and Galvanized coatings.
* Good Knowledge of carparking paint system (CPD).
* Good knowledge of all decorative coatings paint systems for internal and external.
* Good knowledge of waterproofing with membrane and with out membrane.
* Good knowledge of coal tar application and normal bitumen application.
* Good knowledge of various trpes of texture coatings like texo compound, medium, fine, mini ,super fine, and heavy texture with Pu and epoxy topcoat.
* Good interaction with Contractors, Consultants and clients.

**Academic Qualification**

* BBM-Oxford College of Business Management (Bangalore University )1996
* MBA –Oxford College of Business Management (Bangalore University) 2001

**Career Objective**

* To pursue career in an organization providing consistent growth and challenging opportunities.
* To contribute for the growth of the organization by directing individual accomplishments toward achieving Organization objectives.

**AMB Consultant Private Limited- India Bangalore**

Designation : Sales Manager

Duration : February 2019 – September 2022

Job Profile:

* Responsible for overall sales activities of Decorative and Protective coatings, Reporting to Sales Head.
* Interaction with project consultant.
* Interaction with dealers, contractor and architects
* Expert in preparing tenders, quotation for projects and floor coatings (apply and supply)
* Project tracking and vendor approval.
* Extending technical services.

**National Paints LLC- Muscat Sultanate of Oman**

Designation : Project Manager

Duration : January 2013- November 2018

Job Profile:

* Responsible for overall project sales activities of Decorative and Protective coatings (epoxy pu, aqua, auto, carbon coating paint systems for pipes). Reporting to Country Head.
* Gather market intelligence with respect to competitor activities, market trends, pricing scenario etc.
* Provide input for annual project sales plan& periodical sales forecast based on local market conditions to optimize the working capital.
* Train, motivate & maintain an effective sales force.
* Track and assess the competitor’s activities in the market.
* Ensuring the sale of right product –mix resulting in increasing the profitability of the company.
* Identification of potential location and prospective dealers for market development.
* Good interaction with Project consultant, contractors, automotive garage (Private and Ministry).
* Expert in preparing tenders, quotation for big projects and floor coatings (apply and supply).
* Good interaction with joinery divisions and OEM.

**Khimji Permoglaze (Oman) LLC –Muscat Sultanate of Oman**

Designation : Sales Manager -Salalah

Duration : 2008 January-2012 December

Job profile:

* Responsible for overall sales activities of Permoglaze .Reporting to General Manager.
* Strengthening base for high performance coating (Epoxy and Polyurethane coatings).
* Project tracking and vendor approval.
* Interaction with Project consultant.
* Extending Technical services.
* Team building.
* Good interaction with dealers, contractors and architects

**Shalimar Paints- Kerala**

Designation : Sales Officer

Duration : September 2003-Oct 2007

Job Profile:

* Responsible for sales activities of allotted regions. Reporting to Sales Manager.
* Successfully introduced new products from Shalimar paints like wood products.
* Conducting dealers meet/painters meet.
* Track and assess the competitors activities in the market.
* Chanel development.
* Developing a strong working relationship with client (regional department stores/ store managers and field staff) within the designated territory.

**Cochin paints-Kerala**

Designation : Sales executive

Duration : 2001 Dcember-June-2003

* Responsibility for sales in retail market. Reporting to Sales manager.
* Introduced Cochin paints products (competitors’ counter).
* Good interaction with dealers.
* Establishing dealers net work for long- term association and growth.
* Appointing new dealers.

Personal Details

D.O.B: 20-02-1977

Father : Rajan M Retared from QATAR AIRWAYS

Marital Status : Married

Passport No : W 1493146

Expires on : ON 29-06-2032, Place of issue Trivandrum

Driving Licence : Issued from Oman & India

Linguistic Skills : Malayalam, English, Kannada, Hindi, Tamil & Arabic

Nationality : Indian

Physical Status : Normal

Height : 178

Weight : 92Kg/ 198 lbs