

# RESUME

**Sahil Ali**

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## **CAREER OBJECTIVE:**

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**“To Emerge as a Successful Technical Sales Professional Adding Value to the Organization and keep learning at Every Step in Life.”**

## **WORK EXPERIENCE:**

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### **MARS Petrochem Pvt Ltd (Exxon Mobil)**

**Designation : Area Sales Manager (Exxon Mobil Lubricants Products)**  
**Duration : Oct 2018 to Present Working.**  
**Working Area : Vadodara.**

### **PJ Enterprise (VADODARA) (Shell Lubricants)**

**Designation : Technical Sales & Support Engineer (Shell Lubricants Products)**  
**Duration : Sept 2017 to Sept 2018**  
**Working Area : Dahej, Ankleshwar (Preferred To Work in Vadodara)**

## **JOB RESPONSIBILITIES**

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- Target Potential customers and traveling to customer locations to sell an Industrial Lubricants like **Gear oil, Hydraulic oil, Compressor oil, Rimula oil, Shell Mysella.**
- Finding sales opportunities, contacting many potential customers, demonstrating the industrial product or service and closing the sale with the customer.
- After the sale has been made, these professionals create a purchase order or receive payment from the customer and arrange for the customer to receive the products or services in a timely fashion.
- Drive sales performance through implementation of sales and marketing initiatives, achieve targets,
- Build and maintain effective relationship with key and potential clients, interacting with business partners and provide expert knowledge and support to ensure operational excellence and standard application of operating standards.

- Provide the Company with marketing/sales intelligence related to own area of responsibility and help the Company performance,
- Key player in budgeting and sales volume planning, tracking and reporting, compile relevant reports for management use

#### *Education;-*

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- Diploma Mechanical Engineering from GTU,(Gujarat University) 2014 to 2017.
- S.S.C from Gujarat Board in 2013.

#### *Computer Knowledge*

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- EXCLE, WORD, & ALL BASIC KNOWLEDGE.
  - BASIC KNOWLEDGE OF M.S.OFFCE.
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- Declaration
- I hereby declare that all the information given above is true to the best of my knowledge and belief.**

**Date:**

**Sahil Ali Saiyed**