

# CURRICULUM VITAE

## Sarath Sasi P

Al Warqa 1  
Dubai, UAE  
00971 50 472 5685  
sarathss2009@gmail.com



## Summary

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Proficient and highly knowledgeable Sales Engineer with computer science education and 4 year track record of sales success. Motivated professional who excels at delivering quality service while exceeding revenue benchmarks on a consistent basis.

Right now looking for a suitable position with a company where outstanding performance is recognised and work on a variety of high profile project. Willing to take ownership of core components.

## Skill Highlights

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- Top-ranked sales manager
- Excellent closing techniques
- Strong prospector
- Contract negotiation
- Adept multi-tasker
- Lead generation
- Consultative sales techniques
- Account management
- Motivational and engaging style
- Analytical problem solver

## Experience

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August 2016 - Present

**Advanced Fiberglass Industry.** Ajman, UAE  
Senior Sales Manager

- Optimize revenue streams by networking for additional business prospects with established clients.
- Plan strategic brand-building events to expand product portfolio.
- Identify coordinate and participate in client relationship-building activities and meetings.
- Cultivate relationships with key players to create beneficial referral systems.

- Answer customer questions regarding products prices and availability.
- Providing sales support during virtual and onsite client meetings.
- Liaising with both current and potential clients to develop existing and new business opportunities.
- Identifying the customer's current and future requirements.
- Identifying client requirements.
- Reviewing consultant drawings, plans and other documents in order to prepare detailed technical proposal for them.
- Preparing reports for head office and senior managers.
- Offering after-sales support services.
- Conveying solution benefits to both business and technical audiences.
- Defining products, services and solutions to potential clients.
- Preparing and presenting potential cost benefit analysis to potential clients.
- Delivering presentations and demos to team members.
- Negotiating tender, contract terms and conditions.

January 2015 - July 2016

**SEBS TECHNOLOGIES.**

**AJMAN, UAE**

Sales Executive

- Generating leads from customer referrals.
- Dialling upwards of 100 cold calls every day.
- Provide customers with both pre-sale and post-sale technical engineering and implementation support.
- Presenting technical and sales information to small and large audiences.
- Generating sales leads through building up professional contacts and networking.
- Co-ordinating sales projects.
- Being a technical and sales point of contact for prospective customers.
- Preparing weekly sales plans.
- Establishing a favourable climate with customers.
- Capturing data and getting feedback from customers.
- Holding face to face meetings with customers.
- Creating invoices for sales.
- Performing other related duties as required and assigned.

## Academic Qualification

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**B.E Computer Science & Engineering - Hindusthan College of Engineering & Technology**

(ANNA UNIVERSITY, COIMBATORE- INDIA)

2010 - 2014

**Govt Model Boys Higher Secondary School, Thrissur - India**

2008 - 2010

## Personal Details

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Name:	Sarath Sasi P
Gender:	Male
Religion:	Hindu
Marital Status:	Single
Date of Birth:	20th Nov 1991
Languages:	English, Hindi, Malayalam, Tamil
Nationality:	Indian
UAE Address:	Al Warqa 1, Dubai
Visa Status:	Employment Visa
Passport No:	H1962260
Date of expiry:	31 Dec 2018
Place of Issue:	Cochin
UAE Driving Licence No:	168173

\*References and certificates furnished promptly upon request.