



# MOHAMED SUHAIL

## CONTACT

- 📞 +971-543838951
- ✉️ jsuhair97@gmail.com
- 📍 UAE - EMPLOYMENT VISA
- 🌐 linkedin.com/in/suhail023

## SKILLS

- RO Plant Operations
- Water Softener
- Process Engineering
- Production Planning
- Quality and Safety management
- Quality Control
- Project Management
- Public Relations
- Teamwork
- Time Management
- Leadership
- Critical Thinking
- Customer Relationship Management
- Negotiation Skills

## EDUCATION

SATHYABAMA UNIVERSITY  
2014 - 2018

- Bachelor of Chemical Engineering
- GPA: 64%

## PROFILE

I have extensive skills in research and have successfully implemented a chemical plant for an organization, demonstrating my efficiency. I am experienced as a water plant operator, as well as a site and sales engineer in RO plants and softeners. Additionally, I have a background in logistics and IT sales, with a proven track record of success in sales environments. With strong communication and relationship-building skills, I excel at identifying customer needs and providing tailored solutions that drive revenue growth. My customer-centric approach and results-driven mindset make me a valuable asset to any sales team. I am currently seeking an opportunity in a company where I can apply my skills hands-on.

## WORK EXPERIENCE

- **LEGEND XPRESS SHIPPING - DUBAI** MAY 2024 - PRESENT  
Export CS cum Sales Executive - NVOCC  
**EXPORT CUSTOMER SERVICE:**
  - Managing and processing export orders accurately.
  - Assisting with shipping documents and customs paperwork.
  - Addressing inquiries and resolving shipping issues.
  - Providing updates on shipment status.
  - Collaborating with internal teams for smooth processes.
  - Responding to requests for quotes and rates.
  - Collecting customer feedback for service improvement.
  - Informing clients about customs regulations.
  - Maintaining accurate records of interactions and transactions.  
**SALES EXECUTIVE:**
  - Meet with customers at their offices to understand their needs and encourage them to associate with us for business.
  - Develop a weekly sales plan and schedule customer meetings accordingly.
  - Maintain customer data with all relevant details for future reference and follow-ups.
  - Generate inquiries from customers and ensure timely submission of quotations as requested.
  - Coordinate with customer service for each inquiry and shipment to ensure smooth operations and maximize business opportunities.
  - Ensure timely deliveries to customers based on their requirements and coordinate with all stakeholders involved.
  - Follow up on leads and quoted inquiries to convert them into business.
  - Conduct weekly reviews with the reporting manager based on the Daily Sales Report (DSR) and overall business performance.
  - Collect market feedback from customers to inform necessary actions.
- **KOOHEJI HYDROTECH - BAHRAIN** FEB 2021- APR 2024  
Site & Sales Engineer - WATER TECHNOLOGY SOLUTIONS  
**Sales Engineer**
  - Getting a new clients through field visit.
  - Introducing about company profile with clients.
  - Finding client requirements and sending proposal.
  - Following up with clients to convert a lead into deals.
  - Responsible for submitting invoice and collecting payment from clients.
  - Scheduling time with clients for commissioning.
  - Responsible for achieving sales goals, developing repeat clients.
  - Coordinate with managers with sales growth.

## VALUE ADDED COURSE

- Fire, Chemical, First Aid, BBS Safety Training from Seed for Safety

## LANGUAGES

- English (Fluent)
- Hindi (Intermediate)
- Tamil (Fluent)
- Malayalam (Intermediate)

## PERSONAL DETAILS

DOB	: 08th Mar' 1997
Sex	: Male
Marital Status	: Married
Nationality	: Indian
Religion	: Muslim
Passport Details	: T7450618
Visa Type	: Employment Visa
Driving License	: Bahrain, India

### Site Engineer

- Leading Technical team for services.
- Getting touch with existing clients.
- Oversee and coordinate office operations and procedures to ensure organizational effectiveness and efficiency.
- Planning and scheduling every month AMC Contract service for RO Plants and Water Softener.
- Attending complaint calls from clients and scheduling technical team for service on time

### TRISTAR FORMULATION - INDIA

JUL 2019 - DEC 2020

#### Water Plant Operator

- Operation and maintenance of water treatment plant, control entire water plant with HMI control panel RO operations and maintenance, RO CIP include acid wash, alkaline and bio cide wash.
- Activities including backwash, regeneration of softener. Communicating the plant issues to the head of the department.
- As per the requirement, initiating of incident and deviation in coordination with QA Designee.
- Inspect the treatment plant systems on daily basis to ensure effective operations.
- Preparation of chemical used in water treatment plant.
- Establish the preventive maintenance program and schedules.
- Conduct water testing equipment's calibration work.
- Doing sanitization for purified water distribution system and electro deionization (EDI) system on regular interval.
- Laboratory testing of water samples both physical and chemical analysis.
- Inspect, service and repair components of the water treatment plant including water pipes, water storage vessels, chemical treatment equipment, circulation pumps, meters, gauges and valve.
- Monitoring monthly consumption of salt and chemical used in water plant.
- Maintaining the documents in online as per cGMP.

### CIAR SOFTWARE SOLUTION- INDIA

JUL 2018 - JUN 2019

#### Business Development Executive

- Lead generation from the sources of website, Referral and cold calling
- Address the lead's requirement and convert the leads into prospect
- Schedule an appointment for a demo with the prospect either direct or by online call
- Prepare quotation as per the prospect requirements and negotiate and close the call
- Ensure the proper payment of dues by the customer

I believe following are the achievements which I got in my career:

- Have achieved the target 3 times in a row and have achieved for 6 months in total
- Have received appreciation from 80% of my customers

## DECLARATION

I hereby declare that the information furnished above is true to that of my knowledge and belief. Given an opportunity to serve in your esteemed organization, I will prove to be an asset to the organization with my sincere diligent hard work.

signature  
**J. MOHAMED SUHAIL**