



MOHAMED SUHAIL

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.

CONTACT

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UAE - EMPLOYMENT VISA

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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%

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 di-ionization (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