**MOHAMMED ESSA SABEEL**

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[Sabil.khan961@gmail.com](mailto:Sabil.khan961@gmail.com)

**Summary**

Mechanical engineer with 4 years Experience, Seeking a Sales position with an organization where demonstrated skills in marketing, administration, and sales can be used to increase

profitability and promote growth

**Highlights**

* Trained in business development (Brand awareness development, Market Study)
* MS Office proficiency
* Goal-oriented
* Detail-oriented
* Sales management
* Territory specialist [Andhra Pradesh and North INDIA]

**Experience (4 Years)**

* **Engineer Sales**

**TurboTech Precision Engineering Pvt. Ltd. (Steam Turbine OEM)** May 2012 to **Current**

Generating Leads and Enquiries, Relationship building, Costing, Technical Discussions, Proposal Making, Negotiating and closing

* **Business Development Executive**

**CADD CENTRE** Dec 2011 to April 2012

Franchisee Management, Presentation and training to customers/Franchisee on new products

* **Sales Engineer**

**Conceptia Software Technologies** June 2010 to Nov 2011

Executed daily cold calls to top level executives to increase client base.

Attended trade shows and sales conferences

**Professional Achievement**

* **TurboTech Precision Engineering Pvt. Ltd. (Steam Turbine OEM)**

1. Responsible for proposal making including cost estimation for clients in the regions of Andhra Pradesh and North India.
2. Responsible for business development activity in Bangladesh and Middle East Companies.
3. Successfully organized and Conducted two seminars in New Delhi for Chemical and Paper industries.
4. Nominated as project manager for power plant project in Indore. Responsibilities include
5. Interface between internal departments, cash flow preparation fund allocation and CRM.
6. Within 3 months of induction into the organization, successfully accomplished the task of manual preparation and Mechanical drawings for a CSP project (Concentrated solar Power)

* **CADD CENTRE**

1. Responsible for induction of batch of forty students, achieved through cold call to Regional Engineering College.
2. Responsible for training faculty members across various franchisees in state of Karnataka

* **Conceptia Software Technologies. (**Reseller SolidWorks 3D Modeling software**)**

1. Joined the organization as a fresher, learnt detailed sales process.
2. Bagged an order in one of the largest industrial area within ten months of joining.

**Education**

* **Graduate Engineering Degree- Mechanical Engineering May 2010.**

Visvesvaraya Technological University- CITY Engineering College Bangalore.

* **Master Diploma in Design and project Management (CADD CENTRE)**

(AutoCAD, Pro-E, CATIA, MS-Project, Primavera)

**Skills**

* MS office, MS-Project.
* AutoCAD.

**Personal Information**

* **Nationality:** INDIAN
* **Father’s Name:**  Mohamed Abbas Khan
* **Passport Number: K3787233**
* **Date of Birth:**  27/10/1984
* **Place of Birth:**  Bangalore
* **Sex:** Male
* **Marital Status:**  Unmarried
* **Hobbies:** Making friends, International Travel, Football, Tennis and Cricket.

**I hereby declare that all the information given above is true to the best of my knowledge.**

**Date:** **SIGNATURE**

**Place:** Bangalore (Mohammed Essa Sabeel)