

Abhigith Sivanandan

Sales Engineer

Objective Sales Engineer with proven skills and excellent understanding of present economy of UAE market keen to take challenges and responsibilities with rich commercial skill.

Education

2014 - 2016, Anna University, India

Master's in manufacturing engineering

2010 - 2014, Anna University India

Bachelor of Engineering in Mechanical Engineering

Experience

May 2021 - October 2021, Sales Engineer, Lootah Lemmens Crane Systems

Responsibilities:

- Achieving the sales targets with goal-oriented mentality.
- Prepare projects BOQ, quotes, cost estimation, specifications, project management commissioning & submittals Prepare projects BOQ, quotes, cost estimation, specifications, project management commissioning & submittals
- Prepare and deliver technical presentations explaining products or services to existing and prospective customers.
- Talk with customers and engineers to assess equipment needs and to determine system requirements.
- Attending site surveys and meeting with clients wherever necessary.
- Responsible for attending the meeting with Clients, Consultant, Contractors as part of project and negotiation with manufactures / suppliers to get a competitive price.
- Handling the UAE premium customers like DEWA, ESI, Sharjah Municipality etc.
- Handling the DEWA SRM Portal and SAP Ariba for ESI, Dry Dock....

Jun 2019 - April 2021, Sales Engineer, Al Hamad Aluminium Extrusion Factory

Responsibilities:

- Focusing on target-oriented sales of extruded aluminium profiles.
- Build and maintain strong and long-lasting customer relationships.
- Target and visit OEM's and other end users in UAE.
- Customer satisfaction index maintenance.
- Collaborating with colleagues and all involved departments in order to achieve optimal results.
- Gathering market knowledge and customer requirements.

July 2017 - May 2019, Production in Charge, Al Hamad Aluminium Extrusion Factory

Responsibilities:

- Coordination of production including production planning.
- Packaging and dispatching of materials as per customer requirements.
- Arrange the labors schedule and maintain the OT register.
- maintenance coordination.
- supervise and motivate a team of workers
- DIE making drawing verification in AUTO CAD 2D.
- maintain the production will be cost effective by estimating costs and negotiating and agreeing budgets with both clients and managers

Jun 2015 - Jul 2017, Sales Executive, Hyundai

- Outdoor sales and marketing of Hyundai cars.
- Achieving the target as per company requirements in every month.
- Maintain customer satisfaction index.
- Following up of the customers and maintaining the tracking register.
- Conduct training seminars for new and existing product categories.
- Greeting potential customers and assessing purchasing needs by actively listening and providing recommendations based on customers' automotive requirements
- Maintain responsibility for understanding technical details of entire product line
- Demonstrating car functions to customers, describing options, explaining related purchasing costs and accompanying customers on test drives



Abhigith Sivanandan

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73587

Passport Number
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House Number: 202
Rashidiya Building
Rashidiya, Ajman

- Identified purchasing needs of customers through interview questions, presenting options based on finances and availability
- Fielded calls from potential customers and followed up on inquiries about vehicle specifications, price and availability.

Areas of Interest

- Sales
- Oil Field
- Design
- Production
- Manufacturing
- PRO

Certifications

- Auto CAD certification from CADD Center India.
- Electrical Designing and drafting
- Firefighting designing and drafting
- Plumbing Designing and drafting
- MEP
- HVAC

IT Skills

- Autocad 2D
- Tally ERP9
- Office 365
- MS Office

Languages Known

- English (Professional)
- Hindi (Fluent)
- Tamil
- Malayalam (Mother tongue)

Personal Information

- Age - 28
- Date of Birth : 02/06/1993
- Matril Status : Unmarried
- Nationality : Indian

Declaration

I hereby declare that the information given above is true to the best of my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place : Ajman

Abhigith Sivanandan