



ROBIN J

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Dubai, UAE

OBJECTIVE:

An experienced and well maintained professional having ample amount of knowledge in Building Material sectors and seeking an opportunity in the organization to use my skills and be able to contribute to the firm for which I am working. I will put my best effort to learn the company's policies and make better decisions in the favor of the company.

CAREER SUMMARY:

- **Having 6+ years of experience in the field of Projects Sales (Have Own Customers in field of projects sales).**
- **Preparing Submittals asper the consultants Specifications.**
- **For Getting Projects Approvals-Follow up with Consultants and Contracting Company.**
- **Generating new leads and customers and submitting Pre-Qualification with samples.**
- **To find out new projects and Construction sites.**
- **Preparing quotations with Consultants Specifications.**
- **Arranging the material delivery Asper the Project Schedule.**
- **Constriction Site Visit and lead Generation. (All Emirates Projects Sales)**
- **Arranging meeting with Consultants.**
- **Payment Collection and follow-up.**

PROFESSIONAL EXPERIENCE (4 Year Work Experience):

SALES EXECUTIVE (November 2020 – Present) THERMOSET MIDDLE EAST LLC.

Managing Following Products (Projects Sales - over the GCC Countries)

- EPDM Rubber Gaskets
- Rubber Sheets
- Industrial Rubber Products.
- PVC Gaskets
- Silicone Gaskets and All other Rubber Products (For Projects) etc.

SALES EXECUTIVE (2018 – July 2020) MASTER RUBBER MANUFACTURING.

Managing Following Products (Projects Sales)

- Building Protection Systems (Rubber corner Guard, Wheel Stopper, Speed Humps and Wall Guard)
- EPDM Rubber Gaskets and Silicone Gaskets.
- MS Steel Bollards and Parking Posts etc.
- Rubber Sheets and All other Rubber Products (For Projects) etc.

SALES EXECUTIVE (2015 – 2018 JUNE) : METALIX GENERAL TRADING LLC.

Managing Following Products- Projects Sales

- Pipe and Fittings (Flanges and Fittings)
- Aluminium products.
- Steels and structural steel etc.
- Safety products (safety shoes, coverall, eye protections, safety jackets etc.)

EDUCATIONAL QUALIFICATION

- **Master of Business Administrations (MBA) from MG University, Kerala, 70%.**
- **Bachelor of Business Administration (BBA) from MG University, Kerala, 67%.**
- **Plus Two with 74%.**
- **SSLC with 68%.**
- **Diploma in Sales and Retail management (M G University)**

KEY SKILLS AND STRENGTHS

- Marketing and Sales skills
- Leadership and Motivation skills
- Communication and Strong presentation skills.
- Time management and time saving.
- Good analytical and planning skills.
- Good Accuracy and attention to details.
- Excellent judgment according to the situation.

COMPUTER SKILLS.

- Good typing skills of 75 wpm.
- Good knowledge of management software and usage of its tools.
- Knowledge with Microsoft office kit – MS Excel, MS Word, Power Point, and excel.

Language proficiency:

Language	Read	Write	Speak
English	✓	✓	✓
Hindi	✓	✓	✓
Malayalam	✓	✓	✓
Tamil	✓	✓	✓

HOBBIES AND INTEREST

- Internet browsing .
- Interested in listening music.
- Playing football.
- Driving. (Have UAE driving license).

PERSONAL DETAILS:

Date of Birth	:	01/September/1990
Gender	:	Male
Marital Status	:	Married
Passport Number	:	M8473869
Nationality	:	Indian
UAE Driving license No	:	63613120

DECLARATION:

I hereby declare that the above made statements are true to the best of my knowledge. I bear the responsibility for the correctness of the above mentioned particulars.

Place: Dubai

Robin J