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Al Nahda, Dubai

SKILLS

- Sales and Negotiation Skills:
- Customer Service
- Technical Knowledge
- Problem-Solving
- Research and Analytical skill
- Communication
- Service and maintenance skill

EDUCATION

B E Mechanical Engineering

Svs college of Engineering
(2014 - 2018)

HSC

Chinmaya Vidhyalaya HSS
(2011 - 2013)

SSLC

Chinmaya Vidhyalaya HSS
(2011)

AJUL SASIDHARAN

SALES ENGINEER / MECHANICAL ENGINEER

PROFESSIONAL EXPERIENCE

A highly skilled and motivated Sales and Service Engineer with a strong background in sales, customer service, and technical expertise. Proven ability to drive sales growth, build lasting customer relationships, and deliver exceptional service to clients. Possesses excellent communication and problem-solving skills, with a keen focus on meeting and exceeding customer expectations. Adept at identifying client needs, providing technical solutions, and ensuring customer satisfaction.

WORK EXPERIENCE

MAHLE Engine Components | Sales Engineer

(July 2022 - June 2023)

Proactively identify sales prospects and conduct business development activities in the geography assigned. Follow up on new leads and referrals to generate business. Achieving the monthly sales targets for various products.

ZF Wabco | Sales and Service Engineer

(September 2020 - July 2022)

The job role includes responding to customer complaints, evaluates and resolves problems of the customer, inspects and reviews findings to determine the solution to the problem that the customer demands. Product sales with great enthusiasm, intensifying competition creating bond between business and customers.

KPM Marketing | Sales and Service Engineer

(August 2019 - September 2020)

Respond to queries from potential and existing customers. Understands customer's needs and appropriate solutions according to them. Conduct market research to identify selling possibilities and evaluate customer needs. Gather feedback from customers and share with internal teams.

SOFTWARE SKILLS

- Auto CAD
- HAP
- Solid works
- NX 11.0
- Microsoft office

TECHNICAL SKILLS

- Heat load estimation by using E20 sheet
- Duct and ventilation design
- Equipment selection and layout for HVAC

INTERESTS

- Mentoring and Volunteering
- Traveling and Exploration
- Social activities
- Writing

LANGUAGES

- English
- Malayalam
- Tamil

PERSONAL DETAILS

Date of Birth : 31/12/1995

Martial status : Married

Nationality : Indian

Passport No. : R6076157

Santa Mariam education trust | Business Development Executive

(June 2018 - May 2019)

Respond to queries from potential and existing customers. Understands customer's needs and appropriate solutions according to them. Conduct market research to identify selling possibilities and evaluate customer needs. Gather feedback from customers and share with internal teams.

INTERNSHIP

MINAR TMT Steels | Mechanical Engineer Trainee

(May 2019 - August 2019)

Worked as a trainee in store, lab and production department.

PROJECTS

Design and fabrication of multi-purpose variable cutting machine

Fabricating a multi-purpose cutting machine for harvesting of coconuts, plucking of fruits and cutting of unwanted branches of high trees without any difficult and risk.

Design and fabrication of automatic pneumatic vise and jack

Fabricating the model for pneumatic vise with jack for the usage of automobile workshops as well as for the small and large scale industries. It has the power to lift up like jack and holding the machine in proper position without any vibrations.

ACTIVITIES

- Participated in Mechanical bike workshop held at Svs College of Engineering
- Active member in SAE INDIA