

PROJECT SALES ENGINEER



AJISH SOMAN

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**ADDRESS FOR
COMMUNICATION:**

Ajish Soman
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Mob:0530834735

Saudi Council Engineers:
Member ship id: 547704

PERSONAL DATA

Date of Birth :16/07/1990
Age : 32
Sex : Male
Nationality : Indian
Marital Status: Married.

OBJECTIVES:

Smart working, enthusiastic and results oriented Project Sales Engineer offering robust qualifications in engineering, field management, continuous process improvements and human relations

QUALIFICATION:

- **Post Graduate in M.E, THERMAL ENGINEERING** from RVS College of Engineering and Technology, Coimbatore, Anna University, Chennai, Tamil Nadu – India. (2013- 2015)
- **Graduate in B-Tech, MECHANICAL ENGINEERING** from Caarmel Engineering College, Kottayam, M G University, Kottayam, Kerala – India (2007- 2011).

WORK EXPERIENCE

1. Currently working as **Project Sales Engineer** with Saudi Basic Technology Company LTD.(SABTECH) Central and Western Region **(from November 2019)**
2. Two years and Eight months work experience as **Sales Engineer** with Professional Equipment Trading Est, Riyadh. **(February 2017-October 2019)**
3. Two years and Seven Months works Experience as **Sales Engineer** with in Professional Equipment Trading(PETEKSA) Riyadh, SA (February 2017-September 2019)
4. One year work experience as **Sales Engineer** from Suvidha Engineers India Pvt Ltd, Ahmedabad. (December 2015to December 2016).
5. One year and eight months work experience as **Junior Mechanical Design Engineer** from Sharp Tanks and Structural Pvt. Ltd. Mumbai, (November 2011 to July 2013)

ACADEMIC RECORD

<i>QUALIFICATION</i>	<i>MARKS OBTAINED</i>	<i>YEAR</i>
X TH	81%	2005
XII TH	73%	2007
B-TECH	66.84%	2011
M.E THERMAL ENGINEERING	8.17 GPA	2015

SKILL SETS:

<ul style="list-style-type: none">• Result Focus• Strong interpersonal skills• Trained in consumer marketing• Quick learner• Team leadership	<ul style="list-style-type: none">• Contract Management• Technical problem-solving• Works well in diverse team environment• Cost Management
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OTHER PROFESSIONAL QUALIFICATION

- **Diploma in HVAC& Fire - fighting MEP** (Design and Drafting)
- **Software:** AutoCAD-Revit, Fluent, MS Excel, MS Word and PowerPoint, oracle ERP

EXPERIENCE DETAILS

1. Saudi Basic Technology Company (SABTECH)

Duration: From November 2019- Still Continuing

Duties & Responsibilities

- Managing hydraulic automation projects sales in Central and Western region of the kingdom
- Providing a high level of technical support and service to our client base
- Supervised and supported pre-sales team for tendering stage project/ contracts
- Providing technical support to sales force as well as client needs.
- Evaluates technical employees and identifies areas needing improvement.
- Determines overall effectiveness of programs and training by listening to feedback and making improvements as necessary.
- Keeping abreast of market trends and product & competitor landscapes
- Worked closely with Sales to ensure successful closure of the sales process

2. Professional Equipment Trading (peteksa.com)

Duration: From February 2017- October 2019

Duties & Responsibilities

- Managing business in the central and eastern region of the kingdom.
- Identifying and capitalizing on new business opportunities
- Preparing and following up quotation, managing order and delivery process and resolving an issue that arise
- Providing a high level of technical support and service to our client base
- Supported the sales team in writing technical proposals and closing contracts
- Providing technical support to sales force as well as client needs.

3. Suvidha Engineers India Pvt Ltd

Duration: From December 2015- December 2016

Duties & Responsibilities

- Built relationships with customers and the community to establish long-term business growth.
- Reviewed operational records and reports to project sales and determine profitability.
- Supervised a sales force of ten sales associates.
- Exceeded regional annual sales target by 35%.
- Supported the sales team in writing proposals and closing contracts.
- Planned and directed staff training and performance evaluations.
- Attended sales training camp and brought best practices leadership back to the company.

4. Sharp Tanks and Structural Pvt. Ltd.

Duration: November 2011 - July 2013

Duties & Responsibilities

- Coordinated all aspects of production, including selection of manufacturing methods, fabrication and operation of product designs.
- Investigated equipment failures to diagnose faulty operation and made appropriate maintenance recommendations.
- Completed project mechanical design while providing technical solutions feedback.
- Managed design and manufacturing teams to build proprietary process equipment within cost and time constraints.

LANGUAGES KNOWN:

English, Hindi, Malayalam, Arabic

DECLARATION

I hereby declare that all the above-mentioned information is true to the best of my knowledge and can produce the testimonials as and when required.

PLACE: Jeddah

DATE :

Ajish Soman

(Mechanical Engineer)