

# PROJECT SALES ENGINEER



**AJISH SOMAN**

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**ADDRESS FOR  
COMMUNICATION:**

**Ajish Soman**  
Jeddah,  
KSA

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.

**SUMMARY:**

Smart working, enthusiastic and results oriented Project Sales Engineer with 8 years of experience offering robust qualifications in engineering, field management, continuous process improvements and human relations

**EDUCATION:**

- **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, KSA (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 <sup>TH</sup>	81%	2005
XII <sup>TH</sup>	73%	2007
B-TECH	66.84%	2011
M.E THERMAL ENGINEERING	8.17 GPA	2015

**SKILLS:**

<ul style="list-style-type: none"><li>• Result Focused</li><li>• Strong interpersonal skills</li><li>• Trained in consumer marketing</li><li>• Quick learner</li><li>• Team leadership</li></ul>	<ul style="list-style-type: none"><li>• Contract Management</li><li>• Technical problem-solving</li><li>• Works well in diverse team environment</li><li>• Cost Management</li></ul>
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## **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](http://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, 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.**

**Ajish Soman**

**PLACE: Jeddah**

**DATE :**