

SHAMEER SHOWKATH ALI

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Summary

Mechanical Engineer and Sales professional with 4+ years experience in lead generation and lead qualification, proven customer service with technical skills and communication skills to effectively fill the Sales Executive/ Sales Engineer role in your company.

Experience

● PLANET TRADING AND TRANSPORTATION WLL, QATAR

Jan-2020 - Jul-2020

SALES ENGINEER - SERVICE & PARTS

- Generating service sales of motor rewinding, fuel injection pump & injectors.
- Sales and service of generator parts and overhauling.
- Sales of genset, tower light and air compressor.
- Coordination with rental division (Heavy Equipment).
- Maintaining weekly sales report to the management.
- Invoice submission and payment collection.
- Coordination with service team & assisting workshop technicians.
- Demonstrating problems to the customers and advising them with suitable solution.
- Customer visit & Fleet Management.
- Cold calling, lead generation and new business development.
- B2B sales and service.
- Annual maintenance contract (AMC).
- Proper follow-up for closing the sale.

● TOWELL AUTO CENTRE LLC, OMAN.

Jan-2016 - Jun-2019

SALES EXECUTIVE (BRANCH INCHARGE)

- Experience in tyres, battery & lubricant sales and service.
- Maintaining of monthly targets.
- Branch coordination (Fleet point and TCP).
- Customer visit & proper follow-up.
- Experience in handling fleets.
- Maintaining of daily and monthly sales.
- Reporting of daily & monthly sales report to the managers.
- Cold calling & generating lead for new business development.
- Workshop & warehouse management (FIFO).
- Spare parts controlling.
- Equipments & product knowledge.
- Coordination with main warehouse & logistics team.
- Proper follow-up for ICT.
- Coordination and assisting workshop technicians.
- Preparation of stock list & monthly stock checking.
- Invoice preparation & submission.
- Coordination and payment follow-up with customer accounts team.
- Preparation of quotation and LPO.
- Documentation & file handling.
- Work experience in PDO areas (Nimr, Fahud & Duqm).
- Market study.
- Monitoring the performance of tyres, scrap and fleet survey.

TECHNO-MECH ENGINEERS, AHMEDABAD.

Jan-2015 - Aug-2015

SITE ENGINEER

- Worked for M/s Reliance Industries Ltd Jamnagar, Gujarat.
- (J3 Project-Construction of water treatment plant)
- Fabrication and erection of pipes and structures.
- Responsible for planning and execution.
- Site supervision.
- Coordination with accounts department.
- Preparation of attendance log and overtime details of working staffs.
- Purchasing of tools.
- Preparation of BOQ.
- Responsible for quality checkup & Safety.

Education

- **Vinayaka Missions University, Salem- Tamilnadu.**
2010-2014
Bachelor Of Engineering- MECHANICAL.
- **Vijayamatha convent higher secondary school.**
2008-2010
Computer science

Achievements & Awards

- Own Oman / GCC valid driving license. License no - 104953615 Expiry date - 06.06.2026
- Undergone training conducted by Bridgestone, Middle East Africa- Way to fleet approach.
- Completed course on Creo parametric from Cadd Centre ,Salem.
- Completed professional course Mep training in Hvac, Plumbing and Fire Fighting from Ace india, Kochi.

Language

| English | Malayalam | Hindi | Tamil | Arabic |

Skills

| Team player | Quick learner | Problem solving | Decision making |

Technologies Familiar With

| KCML auto line | MS office | MS Outlook | Auto CAD | PRO E |

Personal Details

Date of Birth : 13.08.1992

Marital Status : Married

Nationality : Indian

Passport no : L1311009