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### CAREER OBJECTIVE

To secure a leadership position in an organization of repute which allows me to contribute my experiences to benefit mutual growth and success and giving an equal opportunity to diversify my skills in another industry as a part of larger organization.

### KEY STRENGTHS

- Over 15 years of UAE experience.
- Proficient in Sales & Marketing.
- Customer Relationship Management.
- Competent in Supply Chain Management.
- Experience in Ms Office & ERP Packages.
- Good Administration & Interpersonal Skills

### EDUCATIONAL QUALIFICATIONS

- **Post Graduate Diploma in Advertising and Marketing** (Xavier's Institute of Mass Media Communications, Mumbai, India) – 2002
- **Post Graduate Diploma in Foreign Trade** (World Trade Centre, Mumbai, India) – 2001
- **Bachelors of Commerce** (University of Mumbai, India) – 2000

### WORK ACHIEVEMENTS

- Promoted to manage Distributorship for Castrol Marine Lubricants for Goltens Co Ltd.
- Promoted to work in Sales Department of Cummins Power Generation Division.

### WORK EXPERIENCE

#### ➤ ULMATEC SERVICES LLC

As a Sales Engineer (*Sept, 2014 - Current*)

- Primarily responsible for handling sales of governor services and spare parts; namely **Heinzmann Group** and **Regulateurs Europa**.
- Responsible for monitoring complete operations of the governor department.
- Successful in achieving 10-15% growth every year in the governor department.
- Handle sales & marketing for engine overhaul services and automation services.
- Assist & manage sales for other agency products namely **Sperre** (Air Compressors), **TMC** (Screw Compressors), **Air Products** (Nitrogen Systems), **Maritime Partners** (Fast Rescue Boats), **PG Flow Solutions** (Pumps), **IMS** (Water tight doors), **Finnoy** (Gearboxes).
- Trading of OEM engine spares specific to client's requirements.
- Manage existing customers and develop new clientele by planning regular visits.
- Attend overseas product sales training for agency products to enhance product knowledge.
- Generate MIS reports and report directly to the Managing Director.
- Follow up in collection of outstanding payments (if required).
- Participate actively in trade fairs, exhibitions and other marketing activities.

➤ **GOLTENS CO LTD**

As a Sales Engineer (*June, 2008 to Aug, 2014*)

- Instrumental in increasing sale of **Woodward** governors & controls with an average growth of 30% per year across 2008 to 2012.
- **Promoted to handle the distributorship agency for Castrol Marine Lubricants.** Succeeded in meeting the objectives and expanded sales to exceed company's expectation.
- Involved in planning the operations for distributorship of Castrol Marine Lubricants.
- Meeting and liaising with key decision makers to improve existing sales and maintain good relationships.
- Ensured the quotations are sent on time and orders delivered in a proper manner with correct documentations.
- Actively involved in liaising between logistics, invoicing and accounts department to ensure smooth operations.
- Reported directly to Managing Director in terms of MIS reporting and all other reports as required by management.
- Assisted in selling marine engines spares and equipment.
- Pursued new clients by participating in conferences and exhibitions.
- Personally monitored orders, ensuring timely deliveries and following up with clients for payments.

➤ **CUMMINS MIDDLE EAST FZE**

As Logistics and also Sales Support Executive (*April, 2005 to May, 2008*)

- Strategic Supply Chain planning to meet company's objectives.
- Managed a team of 5 people and was responsible in delegating each individual a proper job profile.
- Monitored export documentation to comply with Free Zone regulations and other port authorities.
- Liaised globally with overseas branches, freight forwarders, customers, distributors and insurance companies for timely shipping activities.
- Prepared MIS reports related to supply chain functions for further discussions with Logistics Manager.
- **Promoted to work in Sales Department for Cummins Power Generation Division in March, 2007.**
- Timely execution of trade enquiries and quotations for power generation division.
- Personally monitored orders to ensure timely deliveries with proper documentations.
- Participated in company trade fairs and exhibitions.

➤ **BAKELITE GENERAL TRADING L.L.C**

As a Customer Service and Sales Support Executive (*February, 2003 to March, 2005*)

- Managed key customers in the region namely for UAE, KSA & Iran.
- Responsible to process customer orders with **General Electric (Chemical Division)**.
- Informed clients about order status at various intervals.
- Liaised with shipping companies for logistical activities.
- Assisted Finance Manager in preparing applications for Import L/Cs (Letter of Credit).
- Knowledge of preparing export documents under Export L/Cs (Letter of Credit).
- Assisted Sales Manager in preparing sales quotations.

## **PERSONAL DETAILS**

Languages Known : English and Hindi  
Date of Birth : 26th July, 1979  
Marital Status : Married  
Visa Status : Transferable Employment Visa  
Driving License : A valid UAE driving license

## **REFERENCES**

Available upon request