**Manoj Narayanan Nair**

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**SALES & MARKETING ENGINEER**

*Looking for managerial level positions in the field of Construction Equipment across the Gulf Countries*

**SUMMARY**

A well-qualified, versatile and resourceful professional with more than 13 years of experience in sales & marketing engineering. Has hands-on experience in making impactful strategies for expanding market scope, and is capable of dealing with client, contractors and supplier quite persuasively. Is highly adept at assisting in the matters of sale technicalities as well as analyzing the overall sales and cost structure. Possesses impressive liaising & coordination skills, and can efficiently look after issues related to Site Inspection. Is an effective team player with Good Communication and Interpersonal Skills possesses professionalism and dedication to exceptional quality.

**KEY SKILLS**

* Sales & Marketing Management
* Business Expansion with Client Persuasion
* Tender & Contract Term Negotiation
* Client Quotations Calculation
* Sales Technical Assistance
* Costs &Sales Analysis
* Site Inspection
* Liaising & Coordination
* Sales Projects Growth Evaluation
* Marketing Activities Support
* Technical Presentation Preparation
* Team Work, Hard Work & Quick learning
* Dedicated&Dynamism
* Excellent Time Management Skills

**PROFESSIONAL EXPERIENCE**

**1.STEEL TECH ENGINEERING INDUSTRIES April 2020 To May 2022**

**INDUSTRIES Apr 2020 to till date**

**Designation**: Sales Engineer

**About company:** The company is based in kanjoor and they mainly focused in fabrication of roofing truss works and other fabrication related jobs.

**2.NBTC,Kuwait September 2015 To March 2020**

**Designation:**Sales/Marketing Engineer (STEEL TRADING DIVISION)

**About Company:**The company is major EPC contractor in O&G sector regarding fabrication,welding,Fabrication and Erection of Structural steel works and other support services like precision machining , Electrical Motor Rewinding, Hot Dip Galvanizing , Valve Testing & Inspection, etc. Manufactures products varying from Pressure Vessel & Piping, Tank, Structural, Piping, Duct, Silo, Stacks, Boilers. Handling clients in Kuwait region regarding structural steel materials for different sectors. Follow up and closing of orders including payment collection.

**3.Hailstone Innovations Pvt. Ltd. Aug 2014 to Sep 2015**

**Designation:** Sales/Marketing Engineer

**About Company:**The company is based from Trissur and it is manufacturing Crusher Equipment like Jaw Crusher,ConeCrusher,Feeders, Bucket Classifiers, Conveyors and Accessories, Vsi (Vertical Shaft Impactor) etc.

**4. Qatar Tractor And Equipment Company** **Apr2012 to May2014**

**Designation:**Sales Engineer(Parts Division)

**About Company:** The company’s sales counter has been dealing with Reman Parts like CGR,AZ PATRIOT,ITR,SCHWITZER etc., of Caterpillar Shovel,Excavator,Generator,Grader etc.

**5.GMMCO Ltd (dealer of Caterpillar machines)May2011 to Mar2012**

**Designation:**Sales Engineer

**6. India Techs Ltd.** (**dealer of Jcb India Ltd.)** **Oct2008 to Apr2011**

**Designation:**Sales Engineer (in muvattupuzha-ernakulam stretchfor JCB Construction Equipments)

**7. HDFC Bank Feb 2007 to Apr 2008**

**Designation:**Sales Officer (Banking Products and Banking Procedures)

**8.Popular Vehicles and Services Ltd. (dealer of Maruti Suzuki vehicles) May 2005 to Feb 2007**

**Designation:**Service Promotion Executive

**Job Responsibilities**

* Dealing with accident related cases in the field
* Working as a customer relations executive and front office executive, and deal with service related issues

**9.RelianceEngineering Associates Ltd. Feb 2001 to Jul 2003**

**Designation:**Site Engineer

**Job Responsibilities**

* Dealing with site related issues
* Ensuring daily site inspection of the work that is done by contractors
* Taking work follow-ups of trenching,ducting and backfilling
* Ensuring cable laying inspection in the high traffic areas using specialized hdd Machines
* Dealing with government departments for the permissions
* Checking of works done as per survey
* Completing ducting of optical fibre cable laying process and connecting to towers and exchanges on time before the splicing starts

**10. Telk angamally Sep1999 to Sep 2000**

**Designation:**Apprentice Trainee

**Job Responsibilities**

* Working in different departments as part of apprenticeship Course(Purchase,Sales,Oil Laboratory,Factory Service etc.)

**11. Western Marine Engineering Apr 1994 to Feb 1995**

**Designation :**Trainee

**Job Responsibilities**

* Helping in welding section as a trainee
* Working in shifts in shipyard for the maintenance procedures
* Working in fitting section as well as lathe section.

**EDUCATIONAL QUALIFICATIONS**

* Master of Business Administration from Bharathiar University in the year 2009
* Bachelor of Business Administration from Alagappa University in the year 2007
* Diploma in Mechanical Engineering from Board of Technical Education,Tamil Nadu in the year 1998

**PERSONAL DETAILS**

* **Date of Birth :**November 19, 1976
* **Address :** Aditya, Ambedkar Training Centre East End,

Cochin University Po, Cochin – 682022, Kerala

* **Languages Known :**English, Hindi, Malayalam and Tamil

**REFERENCE**

* Mr. Johnson Mathew, Popular Vehicles and Services Ltd.,Edappally