



MD FAISHAL

Information



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EDUCATION

2009 – 2013

BIJU PATNAIK UNIVERSITY OF TECHNOLOGY, ODISHA

B. Tech. (Electronics & Telecommunication Engineering)

Bhadrak Institute of Engineering and Technology, 2013;
7.48 CGPA

2008

NATIONAL INSTITUTE OF OPEN SCHOOLING, NAGALAND

XII 2008

National Institute of Open Schooling; 56%

2006

NAGALAND BOARD OF SCHOOL EDUCATION, NAGALAND

X, 2006

Ram Janaki Higher Secondary School; 52.8%

EXPERIENCE

04/2018 – 01/2020

PCL SUMO AIR TECHNOLOGY PVT LTD

Bhubaneswar - Kolkata||

Senior Sales & Service Engineer

Patna - Ranchi

My Responsibilities

As a Sr. Sales & Service Engineer based at Bhubaneswar - Kolkata || Patna - Ranchi, I was responsible to manage sales & service of Garage Equipments such as Tyre Inflator, Nitrogen Generator Machines, Air Compressors, Pneumatic Guns etc. across Odisha, West Bengal, Bihar & Ranchi. Basically, I had to look after two types of market segments for this job profile such as Oil Companies (IOCL, HPCL, BPCL etc.) by visiting Oil Companies Area Offices & Garage Equipments Segments (OED's - Mahindra, Maruti, Tata, Nissan, Renault etc.) by appointing Dealer & Managing them to generate revenue.

My Achievements

As a Sr. Sales & Service Engineer based at Bhubaneswar - Kolkata (04/04/2018 - 31/03/2019), my Target (Sales & Service) was 48 Lakhs p.a i.e, 4 Lakhs p.m & I successfully achieved my target for the FY 2018 - 2019.

As a Sr. Sales & Service Engineer based at Patna - Ranchi (01/04/2019 - 10/01/2020), my Target (Sales & Service) was 60 Lakhs p.a i.e, 5 Lakhs p.m & I successfully achieved my target for the FY 2019 - 2020.

02/2017–03/2018

Bhubaneswar || Ranchi

ORDUINO LABS PVT. LTD

Area Sales Manager

My Responsibilities

As an Area Sales Manager based at Bhubaneswar - Kokata - Ranchi, I was responsible to generate revenue by selling GPS, Speed Limtter, OBD Devices etc. across Odisha, West Bengal & Jharkhand. Basically, I had to look after two types of market segment for this job profile such as Mining Segments (Coal & Iron Ore Mining areas) & Transport Segments - Govt. & Private (GATI, Local Transports etc.)

My Achievements

As an Area Sales Manager based at Bhubaneswar - Kokata - Ranchi (01/02/2017 - 31/001/2018), my Target was 45 Lakhs p.a i.e, 3.75 Lakhs p.m & I successfully achieved my target for the FY 2017 - 2018.

02/2015 – 01/2017

Bhubaneswar, ODISHA

MADHUSGARAGE EQUIPMENTS PVT LTD

Sales & Service Engineer

My Responsibilities

As a Sales & Service Engineer based at Bhubaneswar, I was responsible to manage sales & service of Garage Equipments such as Wheel Aligner, Wheel Balancer, Tyre Changer, Nitrogen Generator Machines, Pneumatic Guns etc. across Odisha region. Basically, I had to look after two types of market segments for this job profile such as four wheeler Garage Equipments Segments OEM's - OED's (Tata, Mahindra, Maruti - Suzuki, Nissan, Ashok Leyland, Renault, CEAT, JK, Apollo, Micheline etc.) by visiting Area Offiices & Dealer Points to generate revenue.

My Achievements

As a Sr. Sales & Service Engineer based at Bhubaneswar - Kolkata (10/02/2015 - 31/01/2017), my Target (Sales & Service) was 50 Lakhs p.a i.e, 4.16 Lakhs p.m & I was able to achieve 20 Lakhs p.a of my target for the FY 2015 - 2016. For FY 2016 - 2017, I achieved 30 Lakhs p.a.

07/2013 – 01/2015

Patna, Bihar

PATNA DIESEL (BOSCH)

Service Engineer

My Responsibilities

As a Service Engineer based at Patna, I was responsible for Installation, troubleshoot, matinance, Service of the Garage Equipments (Wheel Aligner, Wheel Balancer, Tyre Changer, Two - Four post Lifts, Nitrogen Generator Machines, A.C Charger Machines, Pneumatics Guns etc) for four wheeler workshops. Also, after closing my service call, I had to generate Service Reports. Monthly Service Reports used to be sent to my Manager.

My Achievements

As a Service Engineer based at Patna (01/07/2013 - 31/01/2015), I had to generate Service Target of Rs. 1 Lakh p.a. & I was able to achieve my target more than that of Rs. 1 Lakh. Also, I was able to maintain 100% customer satisfaction by timely closing my service call.

SKILLS

- ◆ Sales
- ◆ Service
- ◆ Maintenance
- ◆ Area Development
- ◆ Team Management
- ◆ Dealer Development
- ◆ Channel Management
- ◆ MS Excel, Ms Word, Windows 7,8,10
- ◆ Customer Relationship Management (CRM)

SUMMARY

With the total Experience of 6 Years 6 Months in the field of Sales, Service, Customer Management System, Channel Management, Area Development etc., I will be an asset to your Organisation.

References are available on request.