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House No. 5831,
Al Mawaleh South, Al Seeb
Muscat, Sultanate of Oman



Career Objective

Seeking a job to use my thinking & abilities in the field of mechanical industry that offers professional growth while being responsive, resourceful & working as a team.

Professional & Industrial Exposure

Current Company: - Advanced Oilfield Technology Company LLC. – Belzona.

Designation: Technical Sales & Business Development Engineer.

Total Experience: 7.5 Years (Technical Sales & Marketing)

Duration in this company: Feb 2022 to till date.

Location: Muscat, Oman.

Job Profile:- This role helps the Advanced Oilfield Technology Company by providing better sales and service in Oil & Gas, Water Treatment & Desalination Plants, Power Plants, Steel Plants, Cement Plants, Food industry and process industries, etc. It is intended to improve the LLC's reputation in the industrial sector to protect against erosion, corrosion, abrasion, and leakage arresting with **Belzona's repair composites and industrial protective coatings** products and services. All cold process repairs are made with satisfactory customer communication and successful completion of the work.

Key Duties and Responsibilities: -

- ❖ Generate & Response to sales enquires by Email, Telephone, and Personal Visit.
- ❖ Responsible for achieving the given target for the assigned territory.
- ❖ Product presentation & Product Demonstration to customers (Product Features & Benefits /Quality/Services etc)
- ❖ Responsibility for Sales and Service of Industrial Maintenance Consumable Products, Manufactured by Belzona Polymerics Ltd UK.
- ❖ Providing protective coating systems from Belzona Polymeric to oil, gas, and seawater pipe spools, pumps, separators, strainers, water boxes, rotary equipment, all process industries, etc.
- ❖ Provide Onsite training to Supervisor, Applicator about Belzona Polymeric solutions.
- ❖ Customer visits for generating business and maintaining relations as per requirement.
- ❖ Submitting Offers and negotiating with the customer for direct sales with key customers.
- ❖ Preparation and submission of tenders
- ❖ Recommending the right product for various applications related to Erosion, Corrosion, Abrasion, and oil and water leak arresting.
- ❖ Maintaining strong professional relationships with existing clients and meeting with new clients to expand sales territories.

Previous Companies:-

1. Nicco Engineering Services Limited - Belzona.

Designation: DY. Manager (from April 2021 to Jan 2022) & Asst. Manager (from Feb 2018 to Mar 2021)

Location: Jaipur, Rajasthan, India

Job Profile:- The role shall enhance the reputation of Nicco Engineering Services Ltd with better delivery of Sales and Services in Cement Plants, power plants, thermal plants, steel plants, automobile plants, automobile dealerships &, etc. of abrasion, corrosion, erosion, leakage, wear protective **Belzona repair composite materials and industrial protective coatings** product with services & metal stitching. All repairing through the cold process through managing & maintain dealers with satisfactory customer communications with finish successful job works.

Key Duties and Responsibilities: -

- ❖ Skilled in building and maintaining a sound relationships with customers and distributors.
- ❖ Possess excellent sales, negotiation, marketing, and customer service skills.
- ❖ Technical & Commercial Clarification post bidding.
- ❖ Arranging Technical & commercial documents, as required by customer.
- ❖ Recommending the right product for various applications related to Erosion, Corrosion, Abrasion, and leakages.
- ❖ Pre-order/post-order follow-ups.
- ❖ Vendor Registration and development.

2. D&H Secheron Electrodes Pvt. Ltd.

Designation: Lothar Sales & Service Engineer

Duration: July 2015 to Feb 2018.

Location: Beawar, Rajasthan, India

Job Profile:- The role shall enhance the reputation of D&H Secheron Electrodes Pvt Ltd with effective delivery of Sales & Services in Cement Plants, Power Plants, Thermal plants, and Steel plants &, etc. for welding line machines & Equipment Repair (Like Electrodes, Welding machines & Service Jobs of Repairing like impact arm, Rotary Feeder, Roller, RPR, Hardfacing, Joining & Etc) as Vendor through manage & maintain dealer with satisfactory customer communications with finish successfully job works.

Key Duties and Responsibilities: -

- ❖ Called and visited clients to generate new leads.
- ❖ Listened to their problems, based on that, provided them with the right solutions.
- ❖ Convinced them to schedule a meeting to demonstrate & promote the variety of solutions that can be beneficial to them.
- ❖ Submitting Offers and negotiating with the customer for direct sales with key customers.
- ❖ Skilled in building and maintaining sound relationships with customers and distributors.
- ❖ Vendor Registration and development.

- ❖ Recommending the right product for various applications related to Impact, Erosion, Tear & Wear repair, etc.

Educational Qualification

Qualification	Institute	Affiliation	Year	Percentage
PGDBA	SYMBIOSIS	CENTRE FOR DISTANCE LEARNING	2020	A+
B.E(Automobile Engineering)	RJIT BSF ACADEMY TEKANPUR, GWALIOR , MP	RGPV BHOPAL	2015	7.82/10
Intermediate	GOVT. BOYS SIN.SEC. SCHOOL NO. 1, PALAM, NEW DELHI	CBSE	2010	66.2%
High School	VAYU SAINIK ACADEMY, KHETRI, RAJASTHAN	RAJASTHAN BOARD OF AJMER	2008	70.17%

Technical Experience

- 1 Year Experience from Advanced Oilfield Technology Company LLC in Belzona -Cold Repair Compounds & Industrial Coatings.
- 4 Years Experience from Nicco Engineering Services Ltd in Belzona -Cold Repair Compounds & Industrial Coatings.
- 2.5 Years Experience from D&H Secheron Electrodes Pvt Ltd as a Sales & Service Engineer in Welding Profile
- internship from Himgiri Automobiles Pvt. Ltd. dealer of Ashok Leyland heavy vehicles.
- Automobile servicing and maintenance training from CSMT

Educational Experience

- Project title: **EFFICYCLE-2013**(Event of SAE)
Team size: 10 members
My Role: **Sales, Maintenance & Planning**
An eco-friendly cycle runs by both electrical and mechanical power.
- Project title: Performance analysis of a **two-stroke petrol engine** based on **variation in carburetor main-jet diameter**.
Team size: 9 members.
My Role: Service and maintenance of a vehicle with better mileage as a captain.
Service and maintenance of two-stroke engine vehicle (scooter) and reduce carburetor Main-jet diameter to increase the mileage of the vehicle.

Achievements

- Built New Customers & Grow Business with Regular Customers.
- 5S & Lean Expert Certification.
- Co-ordinated college's tech fest Techwizard
- Class representative of Automobile Batch(2011-2015)
- Active participant in various events as a volunteer and coordinator.

Technical Skills

- ✓ Microsoft Office proficiency (Word, Excel, PowerPoint).
- ✓ Operating System (Windows, Linux).

Personal Skills

- ✓ Adaptability
- ✓ Leadership
- ✓ Empathy
- ✓ Hard-working and Enthusiastic
- ✓ Managing skill
- ✓ Punctuality as well as the ability to meet deadlines

Personal Details

- Date of Birth:- 06 Aug 1993
- Marital Status:- Married
- Driving license availability:- India & Gulf Countries- Oman.
- Permanent Address:- House no.- 563, VPO – Jasrapur, Tehsil – Khetri, Jhunjhunu, Rajasthan -333514.
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PLACE:

(KAMLESH SIRADHANA)