



## SUMEER ATRI

### Contact

- Lamini, Pathankot, India
- sumeeratri2938@gmail.com
- +91 9592771425
- <https://www.linkedin.com/in/iSumeerAtri>

### Skills

- Customer Prospecting
- Customer Handling
- Customer Connection
- Customer Satisfaction
- Customer Service
- Product Selling
- Negotiating and Influencing
- Analysis and Decision
- Management Skills
- Active Listening
- MS Excel

### Internships

- Six month training in the Western Base Workshop (GREF) Pathankot in which Workshops attended :  
Engine Overhauling  
Heavy Equipment Wing  
Vehicle Wing (Jan 2014 – Jun 2014)

### Education History

- B.Tech in Mechanical Engineering with 71% (2011–2015)  
PTU, Jalandhar
- Diploma in Mechanical Engineering with 62.92% (2006–2010)  
PSBTE & IT, Chandigarh
- Matriculation (10th) with 60.58%  
PSEB, Chandigarh

## Professional Summary

7 years of experience in Sales Executive, Technical Sales and Quality Assurance. Seeking to leverage my knowledge and Leadership abilities in the role of Sales Executive in a reputed company.

## Work Experience

### GUNRAJ CAST AND FORGED (JALANDHAR)

Sales Engineer: Jan 2021 – Present

- Played a key role in the technical sales in turn improving the monthly sales from 50 lakh to 70 lakh.
- Responsible for the cold calling with (30 to 40) customers regarding our products.
- Send the quotation of products to the customers.
- To make the Sales data report in MS Excel.

### MANGLA SONS (Authorised Distributor/Service Partner of TATA STEEL Limited, CHANDIGARH)

Area Sales Officer: Jan 2020 – Sept 2020

- Responsible for selling roof sheets to customers throughout Haryana region.
- On-boarding new project by calling lead provided by fabricator.
- Consistently sold roof sheets worth 50 lakh in a month.

### DYNAMIC BENEFICIAL ACCORD MARKETING PVT. LTD (LUCKNOW)

Sales Executive: Oct 2017 – Dec 2019

- Responsible for selling garments worth 50 lakh to retailers.
- On-boarding new retailers through leads provided by team members.
- Managed a team of 8 as a team leader.

### ATAM VALVES PVT. LTD (JALANDHAR)

Management Representative: Nov 2015 – July 2016

Quality Engineer: Oct 2014 – Oct 2015

- Responsible for internal and external ISO audits in the organisation which helped in improving production efficiency.
- Responsible for maintaining quality of the In-process material through regular inspection.
- Reviewing all quality control parameters.

### LEADER HIGH PRESSURE FITTINGS INDIA LTD (JALANDHAR)

Junior Engineer: June 2010 – April 2011

- I used to do In-Process inspection in the forging section.